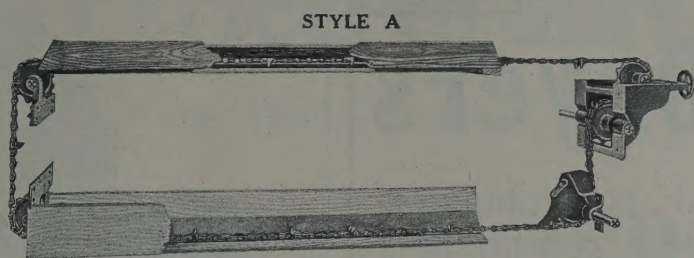


# Chain Drag Feeders

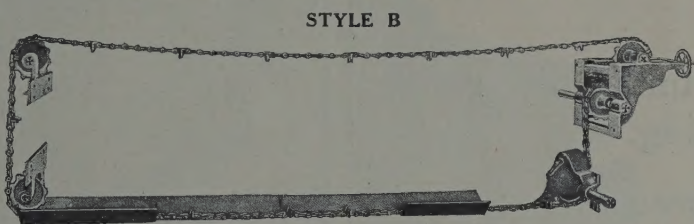
The most satisfactory way of conveying all kinds of grain and using our Cast Iron Bottom, made to fit the chain, the drag can be used for all kinds of grain without mixing, as the chain cleans bottom of drag thoroughly.

These drags only require four upright timbers to support Sprockets, Rake Off and Head Tightener.

The Rake Off being adjustable to any incline of the chain, the timbers to support same are always perpendicular.



**Chain Drag Feeders for Conveying all kinds of Grain from Dumps or Cribbs to Sheller or Elevators.**



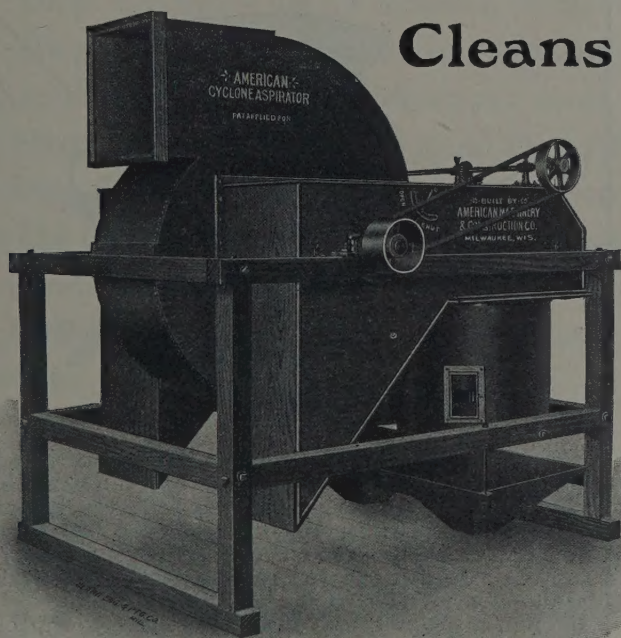
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**Send for our Catalogue and Prices.**

**For the Convenience of our patrons we carry a complete stock of Drags, Shellers, Cleaners, Manlifts, Dumps, Etc.**

## The Philip Smith Mfg. Co., Sidney, Ohio

## The American Cyclone Aspirator Cleans Grain Pneumatically



of all foreign materials, such as chaff, dust and other impurities of a lighter specific gravity than the grain to be cleaned.

It is easily and quickly regulated to take out only the lightest dust, or to also take out oats and shrunken kernels from the heavier grain.

It does the work thoroughly, has a very large capacity and requires very little power.

It is inexpensive to install, operate and maintain, and on account of the great improvement it makes in the grain it is a machine of the greatest value to every grain dealer, miller and maltster.

These machines are built in two styles: All steel Construction and in Combination Wood and Steel.

**For further particulars, prices, etc., write the makers:**

## American Machinery & Construction Co.

**103 West Water Street, Milwaukee, Wisconsin**





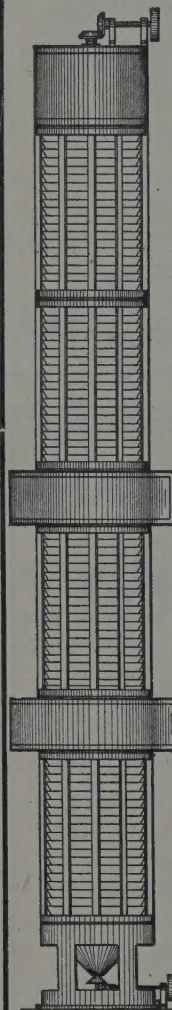
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## Grain Dryers

remove any desired percentage of moisture from the grain, conditioning it for shipping or storage with perfect safety.

☐ Every kernel is uniformly conditioned without checking.



☐ Drying process automatic and continuous.

☐ Can be used as conditioner with cold air only.

☐ Absolute satisfaction guaranteed.

☐ Built in capacities from 10 bushels to 1000 bushels per hour.

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### THE S. HOWES COMPANY

Originators of the Highest Grade Grain Cleaning Machinery

"EUREKA WORKS" = SILVER CREEK, N. Y.



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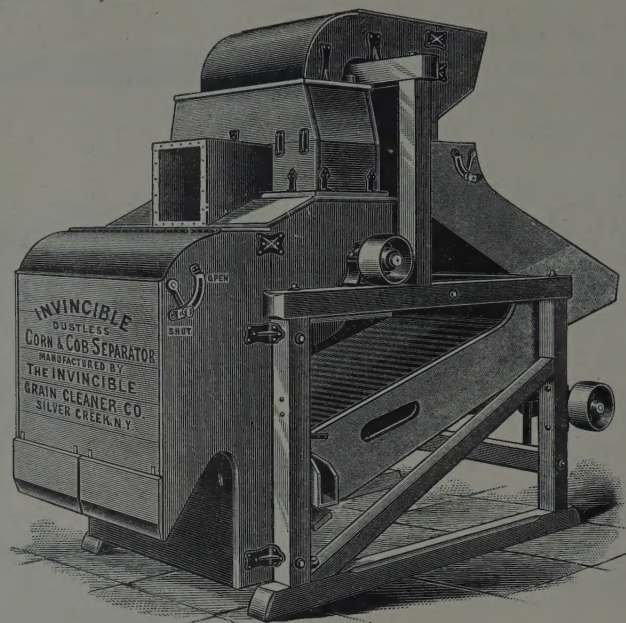
E. A. Pynch, 500 Corn Exch'ge, Minneapolis, Minn.  
J. Q. Smythe, Hotel Savoy, Kansas City, Mo.  
E. R. Watson, 223 E. Kentucky St., Louisville, Ky.  
Wm. Watson, Green's Hotel, Philadelphia, Pa.  
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## CLEAN YOUR CORN

This Separator takes out cobs, silks and all foreign matter and gives a high grade of corn.

It is the most popular corn and cob separator on the market, the result of its extremely nice work. Order now.



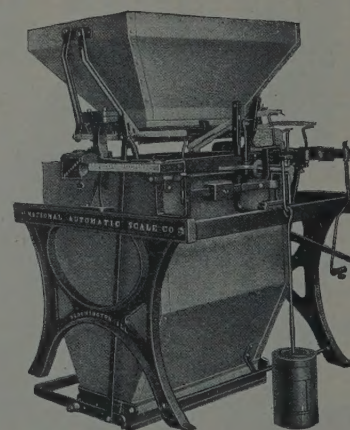
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SILVER CREEK, N. Y., U. S. A.

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## The NATIONAL



is the Automatic Scale you have been looking for. A scale that will cause you no worry and one that you can **swear by**. A scale that will **accurately** weigh your grain while you do something else.

☐ TO OPERATE: Turn on the grain and "let 'er go." It is a scale and should be balanced occasionally. Your grain may not be in No. 1 condition and you may elevate very irregular, but you can't fool the NATIONAL.

☐ The simplicity of the NATIONAL, together with our long experience in the manufacture of automatic scales, enables us to offer this high-class machine at a surprisingly low figure. It is sold on approval.

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### THE NATIONAL AUTOMATIC SCALE COMPANY

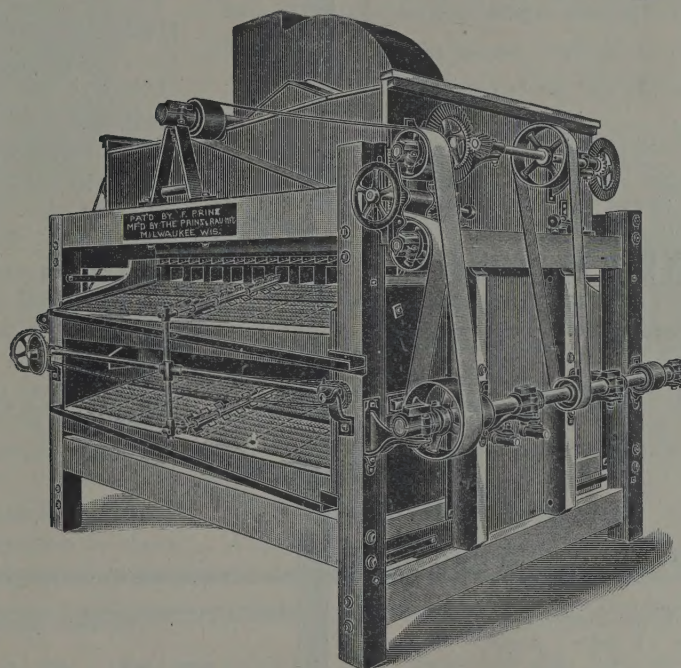
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# The Most Perfect Grain Cleaning

is done with

## Prinz Automatic Separators



These machines are in advance of all other grain cleaners now on the market.

They are automatic in every sense of the word, and have many exclusive features that recommend them to wide-awake grain men.

**Sheet Steel Screens**, which stand the hardest kind of service and still retain their shape.

**Seed Screens** at the head of each sieve insure perfect separations.

The **Perfect Automatic Traveling Sieve Cleaners** keep the sieves clean under all conditions and require no attention.

**Perfect Ventilation** is insured by a large fan, and an **Automatic Feeder** spreads the grain the full width of the sieve.

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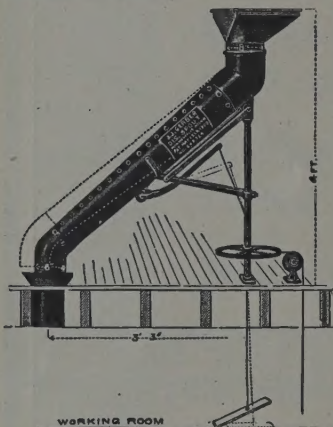
## Take Safe Measures and Use a Richardson Automatic Grain Scale

The railroads will accept its weights because the railroads use the scale themselves, thus your shipments are safe and you will be paid on your weights. You know the scale is right because you see its beam balance with every load. It will weigh grain of varying gravity accurately and can be reset for a change of grain in thirty seconds. No multiplication of error due to multiplied levers—Guaranteed to weigh within one-half bu. in carload—Specially designed to weigh uncleaned grain—Absolutely cannot be choked or stopped by cob which is weighed with the grain—Takes up small space—Nothing to get out of order—Made by skilled experts and engineers of highest calibre and greatest experience. **Quality—Finish—Maximum Efficiency. Prompt Shipments.**

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That is what you get when you buy the

## Gerber Improved No. 2 Distributing Spout

Will prevent mixing of grain. Can be operated from working floor. I make a specialty of elevator and mill spouting. For particulars write

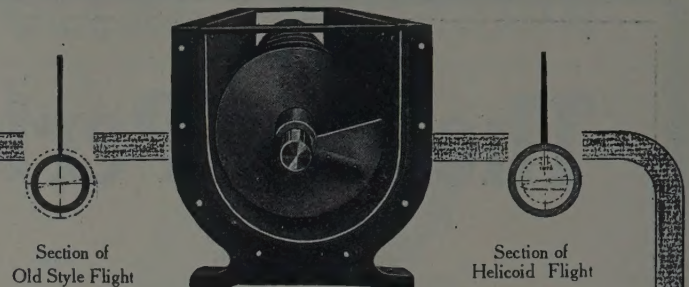
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**Helicoid** flight and pipe are put together so they support and strengthen each other.

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**Helicoid** flight is one continuous strip of metal end to end of pipe. Other is short sections lapped and riveted together every turn or half turn around the pipe.

**Helicoid** is a smooth, nicely-balanced spiral, and has no joints to wear out and open up.

**Helicoid** requires fewer repairs, and less power to drive it.

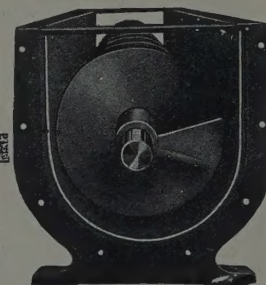
**Helicoid costs no more** than inferior kinds of conveyor; it's all-round satisfaction at the same price.

Ask about our Steel Conveyor Boxes, too.

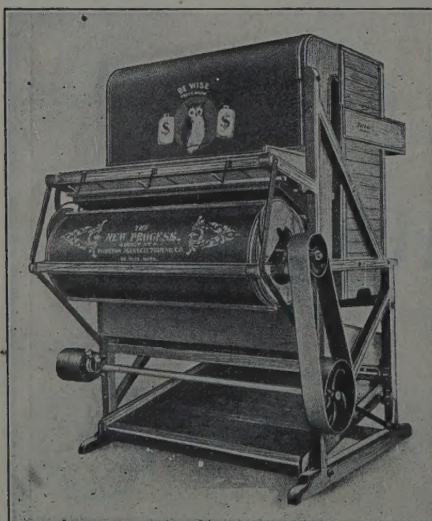
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The new process Foston Elevator and Warehouse Cleaner

## FOSTON MANUFACTURING CO. ST. PAUL, MINNESOTA

Builders of ELEVATOR and MILL SEPARATOR MACHINERY

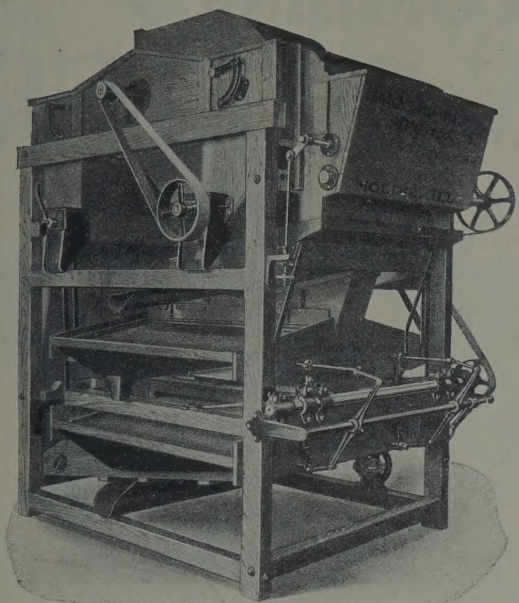
## Our New Process Cleaner and Separator

is a thorough, complete and successful machine, built for practical use and to meet the conditions as they are found today.

It embodies new and exclusive features found on no other cleaner in the market, the most important of which are fully covered by our patents.

Our machines are specially adapted for separating wheat, oats and different kinds of mixed grain. **Write for Special Catalogue.**





## Cleaners FOR ALL Classes of GRAIN and SEEDS

Cornwall's Double Separator will clean all kinds of grain. It has two shaking motions assuring large capacity and fine cleaning. It has sieves with motion in line with travel of grain for removing straws and coarse material and sieves on which grain travels across line of motion for close separations.

Sieve cleaners clean every inch of sieves several times a minute. They work under the sieves and lift out everything caught in the holes.

The Cornwall Corn Cleaner has valuable features possessed by no other corn cleaner.

The Victor Corn Sheller is standard and known everywhere for durability and efficiency.

We furnish complete machinery equipments for Grain Elevators, Malt Houses, Cereal, Corn, Feed, Flour and Cement Mills. Also Grain Dryers of all capacities.

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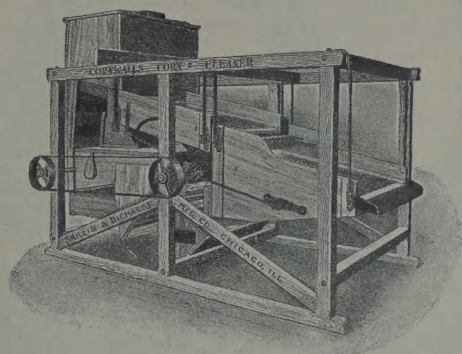
M. M. Snider, 1553 E. Walnut St., Des Moines, Ia.

Wm. Ebert, 2028 Midland Ave., Louisville, Ky.

C. B. Donaldson, 568 Oak St., Columbus, O.

U. C. Darby, Williamsport, Md.

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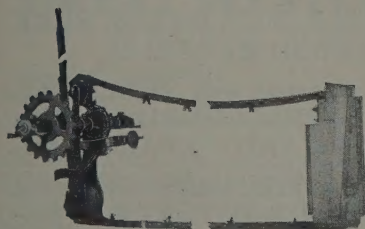
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IS WHAT YOU WANT

### THE SAFETY MAN LIFT

has roller bearings, which make it easily operated. The improved brakes and safety catch prevent accidents. The adjustable counterweights and springs make it all that could be desired. Buy ours; it pays.

### THE B. S. G. CHAIN FEEDER AND DRAG



for feeding elevator boots and shellers, any capacity, any distance, automatically. Handles all kinds of grain without waste or mixing.

The ONLY WAY to feed a sheller.

### THE U. S. CORN SHELLER

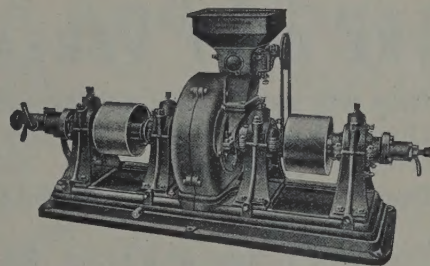
Patented Oct. 17, '05.

No pit or lower hopper. Cheapest installed. Quickest repaired. Our new Screw Adjustment can be used while sheller is full of corn and running. Shells clean, saves cobs. Try It.

Write for our catalog or you may miss something good

B. S. CONSTANT CO., Bloomington, Ill.

## How About Your Feed Grinding?



## The Monarch Attrition Mill

Will not only make more money for you but will save money on fuel bills.

DON'T TAKE OUR WORD FOR IT. INVESTIGATE.

Send for Our Feed and Meal Milling Catalogue No. 26.

## SPROUT, WALDRON & COMPANY

Northwestern Branch, 301 Corn Exchange Bldg., MINNEAPOLIS, MINN., C. H. Mohr, Mgr.

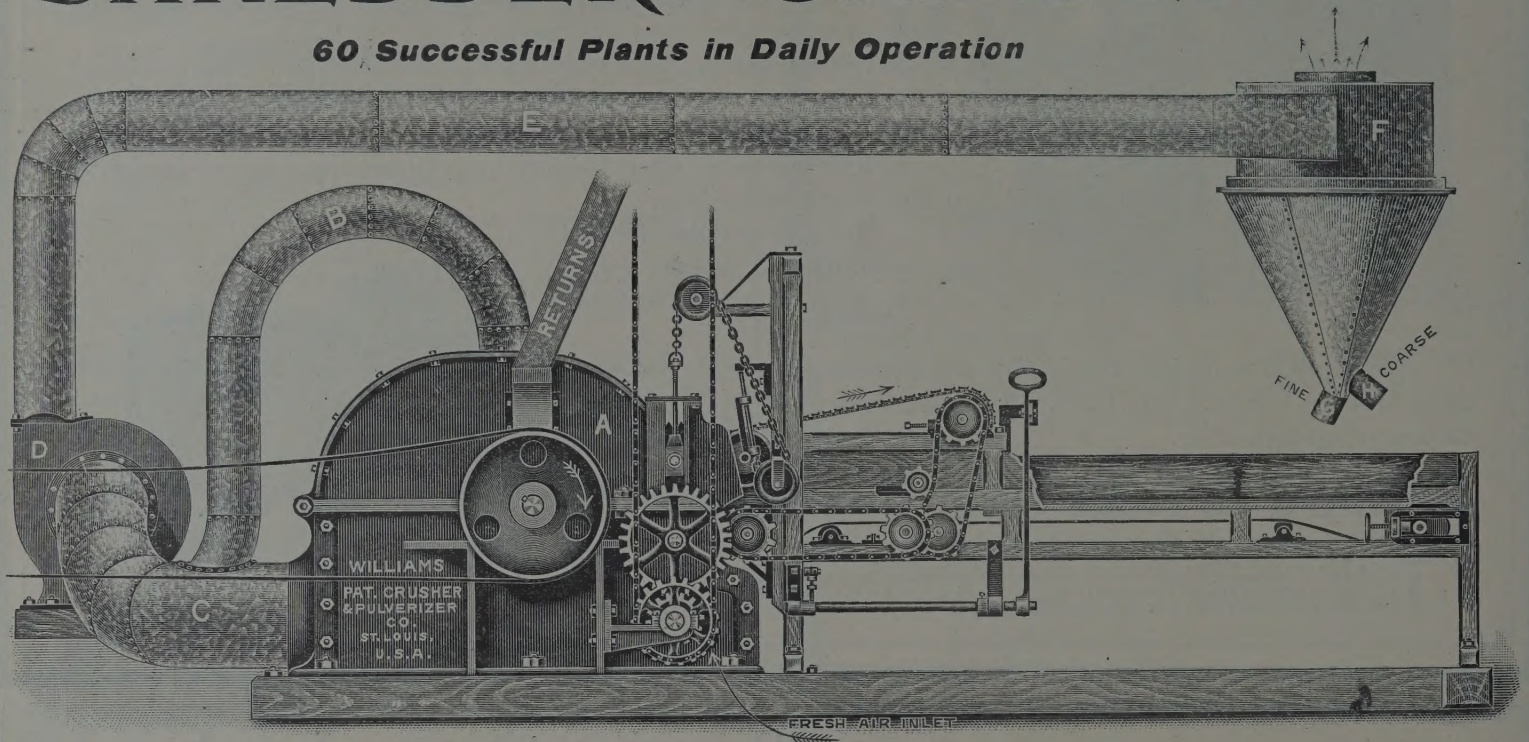
Box 320, Muncy, Pa.



# WILLIAMS PATENT COMBINED HAY AND STRAW CUTTER SHREDDER AND GRINDER

Made in 6 Sizes

60 Successful Plants in Daily Operation



## THE ONLY VERSATILE FEED GRINDER EVER PRODUCED

They will reduce EAR CORN with the HUSK on.  
 They will reduce ALFALFA HAY from the BALE or from the STACKS.  
 They will reduce ALFALFA HAY and EAR CORN together.  
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 They will reduce ALFALFA HAY and FODDER OF ALL KINDS, with the CORN on.  
 They will reduce ALFALFA HAY and PEA VINES.  
 They will reduce EAR CORN ALONE or SHELLED CORN ALONE.  
 They will reduce OATS ALONE.  
 They will reduce ALFALFA HAY and two other kinds of CEREALS at the same time, as each machine has three separate feeding places.

We have a corps of competent milling engineers in the field making estimates and taking contracts for the installation of complete alfalfa meal plants, from the stump up.

They will reduce ANY FORAGE material or CEREAL, together or separately.  
 They will reduce GREEN CORN from the field.  
 They will reduce CLOVER HAY, TIMOTHY or ANY KIND OF STRAW.  
 They are CUTTERS when desired, GRINDERS when desired and SHREDDERS when desired.  
 They are COB CRUSHERS when desired.  
 They will reduce COARSE OR FINE by changing cages.  
 They will reduce OAT HULLS, RICE HULLS, FLAX SHIVES or any other FOOD MATERIAL.  
 They produce two grades of goods AT THE SAME TIME, coarse or fine, BY OUR COMBINED SYSTEM OF COLLECTING AND SEPARATING.  
 They WILL GIVE DOUBLE THE CAPACITY FOR THE POWER EXPENDED AND COST FOR REPAIRS OF ANY KNOWN GRINDER ON EARTH.

For Further Information  
 Write for BULLETIN No. 7

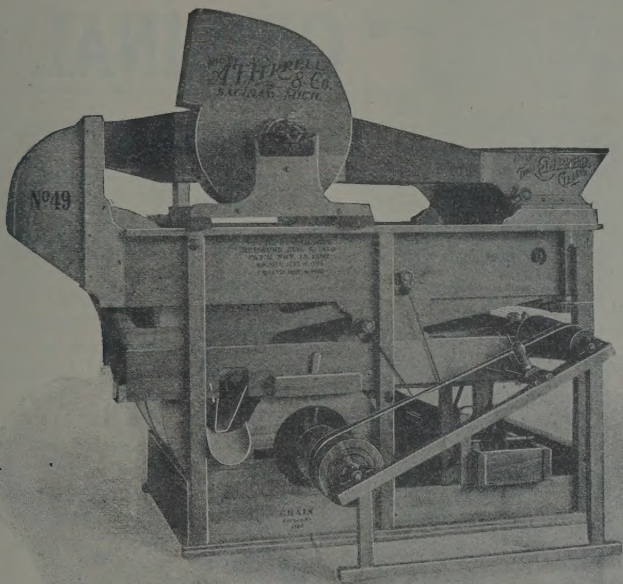
Write for Catalog of the Noxon  
 Automatic Hay, Meal and All Around Feeder

Southwestern Representative: A. G. Olds, Care Manhattan Hotel, Wichita, Kan.  
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**THE WILLIAMS PATENT CRUSHER & PULVERIZER COMPANY**  
 ST. LOUIS, MO., U. S. A.



# The "CLIPPER" CLEANERS with TRAVELING BRUSHES



Our traveling Brush device is the simplest, strongest and best made. Strong fibre brushes are made to travel back and forth across the under side of the screens, thoroughly brushing them and freeing the perforations from any grain or seed with which they may become clogged, making it impossible for the meshes to fill up.

Any man who has used a Cleaner or Separator knows that the meshes or perforations in the lower screen soon become clogged so that it is necessary to "scrape" or "pound" the screen in order to clear the perforations. Our Traveling Brushes keep the screens clear all the time, and make the capacity and work of the machine uniform.

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The advantages of using one of our machines equipped with Traveling Brushes is apparent: The quality of the work is improved; the capacity of the machine is increased; the cost of operation is reduced, and one has the satisfaction of knowing that he has the best that money can buy.

CATALOGUE WITH PRICES AND FULL DESCRIPTION UPON APPLICATION.

## A. T. FERRELL & CO., Saginaw, Michigan

### Elevator Machinery and Supplies

FLOUR AND FEED MILL MACHINERY  
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Pulleys, Shafting, General Power Transmission Machinery, Roll Grinding and Corrugating

Largest Factory and Stock in Western Country

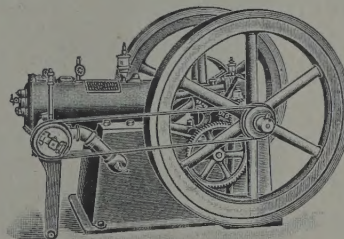
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Power is what you get when you use a

**Hagan Gas or Gasoline Engine**

Sold under a positive guarantee to give perfect satisfaction. Sizes 2-h. p. to 100-h. p. No packing; no delicate parts.

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### SEEDS

Grain, Clover and Grass Seeds,  
**CHAS. E. PRUNTY,**  
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### NEW MARSEILLES DUSTLESS CYLINDER CORN SHELLERS

WE MAKE Hand and Power Corn Shellers, Horse Powers, Feed Grinders, Portable Elevators and Wag. n Dumps, Pump-Jacks, Grain Elevator Machinery and Supplies.

**POSITIVELY GUARANTEED** to shell either shucked or unshucked corn faster, with less power in proportion to capacity; take the corn off the cobs cleaner; clean both cobs and corn more perfectly; do less crushing or grinding of corn or cobs and save a larger per cent of the corn than any other cylinder sheller on the market. Send for Catalogue.

#### SPEAKS FOR ITSELF

Gainesville, Texas, May 12, 1908.  
Marseilles Mfg. Co., Marseilles, Ill.—Gentlemen:—We purchased the first Shuck Corn Sheller you ever made, some eighteen or twenty years ago. Since then we have bought 12 or 15 of them, representing every improvement, and expect to buy several more this season. We have bought one or more of about every other make and think we are competent judges of such machinery. Your Shellers husk and shell the corn off the cob more thoroughly; save it more completely; clean both the shelled corn and the cobs more perfectly; require less power in proportion to capacity. are more durably constructed and cost less, less of time and cost of repairs considered, than any sheller we have ever used. We have thrown out every other kind of Corn Sheller we ever bought and have replaced them with yours. KEEL & SON. By J. Z. Keel.

Branch Houses and General Agencies at Principal Distributing Cities.



**YOU'LL BE HAPPY**

WITH A

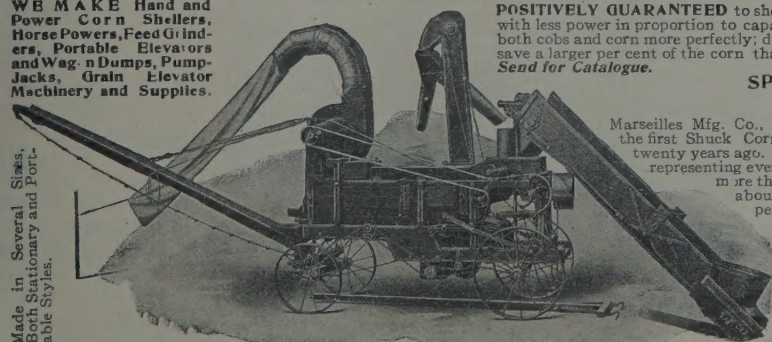
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**Passenger Elevator**  
It is the **EASIEST RUNNING**  
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It has many exclusive features  
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Want ads. in this paper bring results.  
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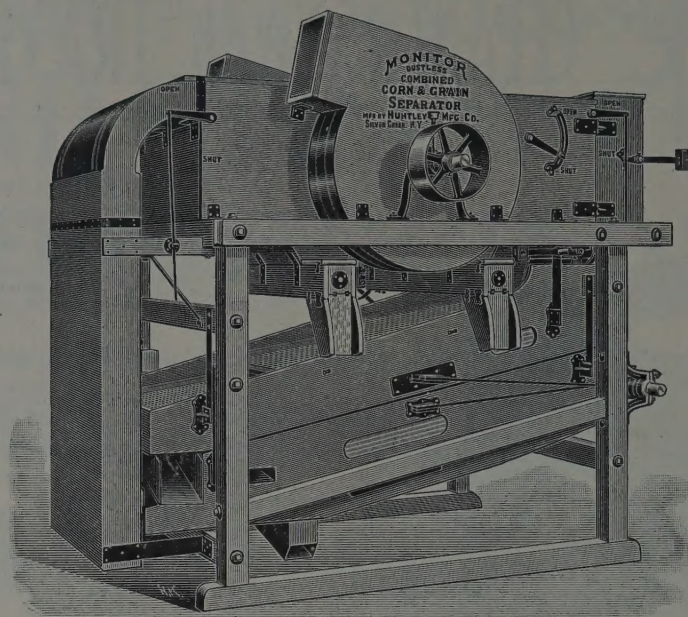
MARSEILLES MANUFACTURING COMPANY, Marseilles, Ill

Made in Several Sizes,  
Both Stationary and Port-  
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# The MONITOR

(Compound)  
Combined  
Corn  
and  
Grain  
Cleaner  
(patented)



# The ORIGINAL

Combined  
Cleaner  
over  
400  
in  
use

## Cleans Two Kinds of Grain Without Change of Screens

This is the original combined corn and grain cleaner. It is designed for all around elevator work on either coarse, medium or fine cleaning. Unlike the ordinary type of elevator cleaner, this machine is equipped with two individual sets of screens.

On the ordinary, or standard type of elevator separator, if a change from one kind of grain to another is desired, it is necessary to stop the machine, draw out screens, and replace with others. On The Monitor combined cleaner this is avoided as you can instantly shift the feed distributing lever directing the flow of grain to either of the two complete sieve cleaning outfits, while the machine is in motion.

Embodied in this "Monitor" combined cleaner are many exclusive improvements found in our general line of Monitor cleaners, many of these being patent protected.

We have had four years of unqualified success with this machine. It is used and endorsed by scores of prominent grain dealers. We guarantee ease of regulation and absolutely accurate sieve and air separations—allowing 30 days' trial on your own floors, our method of doing business for 30 years.

### Consult With Us

when you have grain cleaning problems to solve. Our Monitor line of cleaning and grading machinery represents, the greatest advancement in modern cleaning methods and machinery—ask any prominent grain dealer.

---

**Huntley Manufacturing Co., Silver Creek, N. Y.**

**The World's Largest Manufacturers of Grain Cleaning Machinery.**



# The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXVIII.

CHICAGO, ILLINOIS, OCTOBER 15, 1909.

No. 4.

## CONCRETE ELEVATOR IN KANSAS.

The thought of the modern progressive miller today is deeply concerned with the problem of storage for the grain that is to keep his wheels going. The yearly harvest season gives him an opportunity to lay in his supply, if he is prepared to house it. If he is not thus prepared, he watches the golden stream percolate past his door, and he takes a long chance in obtaining its return from distant stores at advanced prices. The great wheat crop of Kansas is soon spouted to the big accumulating centers after the harvest, and the midstate miller without storage is soon forced to begin figuring for his supply. But this miller is waking up. He is not only getting storage but he is demanding and paying for the best that can be had.

The Shellabargers of Decatur, Ill., are veterans in the milling and grain business, and the second generation of the family has spread into Kansas, where the wheat grows, and are building not only for today but for the future. Our illustration and plans on this and the following pages show the latest addition to the Shellabargers' Salina plant, being a reinforced concrete storage designed and erected by the Macdonald Engineering Co., of Chicago.

The storage capacity is practically 150,000 bushels, divided into three rows of cylindrical bins 66 ft. deep, each of the cylinders being 14 ft. inside diameter. The interspaces and side pockets are included in the storage. Two spacious conveyor tunnels are formed and extend through the foundation under the bins. Each bin has a steel discharge spout leading through the roof of the tunnel to the conveyor. The enclosure for the machinery, or "head house," is located at one end of the building and

terminates in a cupola above the bins. The head house was moulded simultaneously with the bin structure of concrete. The cupola and superstructure is a steel frame covered with cement-plastered walls on ferro-lithic steel plates. All of the enclosure walls are plastered inside and out. The

11 Monitor Cleaner of 3,000 bushels' capacity, located in the cupola and connected with a dust collector.

All grain for this storage is received from cars and farmers' wagons in the old plant and spouted direct to one of the basement conveyors which delivers it to the storage bins through the elevator leg and belt conveyors.

It required nearly sixty days for the contractors to complete the building ready for the machinery after receiving the contract. The machinery was furnished by Skillin & Richards Manufacturing Co., and installed by the contractors under a separate contract.

D. S. Shellabarger, President of the Shellabarger Mill & Elevator Co., took sufficient time from his numerous other duties in Decatur to run out to Kansas on the completion of this work, and was so well pleased that he gave an order to the contractors to build another plant for his company at Smolan. This has since been finished; and we hope to furnish our readers with a cut of the premises in a future issue.



CONCRETE GRAIN ELEVATOR AND TANKS AT SALINA, KANSAS.  
Designed and Erected by the Macdonald Engineering Co., Chicago.

doors are standard fireproof construction and the windows are all steel frames, glazed with wire glass.

The machinery consists of one steel elevator leg, 5,000 bushels' capacity per hour; two steel conveyors in the basement tunnel, and two conveyors in the cupola for filling the bins. There is one No.

the permission of the nearest farmer to "work" his straw stacks. The contrivance was pulled up alongside the first stack and the hum of the fanning mill was heard. Soon several sacks had been filled with wheat. He decided to continue the unique operation, and the result is that Mr. Brockman has sacked a considerable crop of grain. It has been a

W. J. Brockman of Waitsburg, Wash., has discovered a bonanza in the stubble fields. Although he owns not an acre of farm land, he will harvest a presentable crop of grain and will incidentally enrich himself by several thousand dollars. It remained for Mr. Brockman to profit by the wasteful methods of the prosperous farmer. He secured a fanning mill, a one-horse bob sled and



custom always to burn the straw stacks, or to allow stock to feed from them during the winter. Mr. Brockman's work may open the eyes of the farmers to the waste and bring about improved methods.

### WEIGHING AT CINCINNATI.

The grain men at Cincinnati are experiencing the perplexities of the members of these exchanges whose members engaged in other interests than handling grain greatly overshadow them in numbers and perhaps in combined commercial importance. Their present predicament is typical of such a condition.

It will be remembered that only a few weeks ago the Cincinnati Chamber of Commerce adopted a scheme for a complete remodeling of the grain and hay weighing system of the market. On September 8 when the official notice of Supt. Murray of the Chamber was issued, however, notifying all that the rules adopted on August 4 would become effective on September 15, there was a commotion among the grain men. The notice was accompanied by the further notification that—

all firms, elevators and warehouses heretofore participating in the Weighing Bureau are notified that unless they signify their acceptance of the rules and sign the form of agreement to abide by said rules the appointment of weighers at their plants will be revoked and they will be withdrawn on that date, and all stationery and supplies in their possession returned to the Chamber of Commerce.

This notice "precipitated a crisis"—a revolt with the threat on the part of the grain interests to pull out from the Chamber and start an independent exchange on their own account unless the control of the weighing was changed.

"This time," said one of the leaders in the revolt, "the grain men are not going to recede an inch in the position that has been taken. I have never seen such unanimity in the grain trade on 'change as there is today, and it is hard to explain how a few officials can continue to throw insults in our teeth and presumptuously think we will dance to their music."

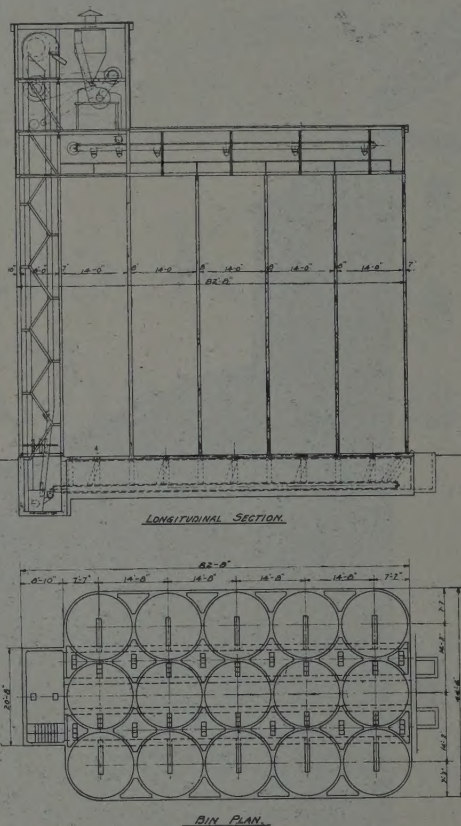
Another said: "The grain trade cannot even get a communication before the board of directors without having it opened and predigested before the directors hear it read. This is an unheard of proposition and an insult which we are tired of submitting to from any one. Along with the predigestion of its contents the opener of the communications has been in the habit of offering with it his recommendations, indicating the 'desirable' course for the directors to follow, and it is astounding to what extent the board has been influenced by it. Such a procedure is thoroughly unbusiness-like and altogether unfair to the senders of the communications. The grain trade has a right to be heard at first hand by the directors, and to know that they have not been previously biased by being approached on the subject of the communication before it is read at the board meeting."

What the grain trade wants is a bureau of its own or some control over the boards; and they then and there declared that unless the directors should recede from their position relative to their own control of the system, the 145 men on the grain side of the Chamber would secede.

The struggle is one to control the bureau. The railroads and the grain trade want the standing weighing committee of 'change, which is appointed by the board of directors, to have charge of the personnel and operation of the bureau. The revised rules adopted invest this control in the board of directors. The owner of one of the largest warehouses in the city said: "Under the revised rules adopted, giving the board of directors control, if I find or suspect a dishonest weigher I go to Mr. Murray and complain. He will say: 'Well, the board does not meet until the first Tuesday in the month.' That might be three weeks off, and that man would continue in his place. With the standing weighing committee, a small body of grain and railroad men, in control, knowing the practical features of the business, it could be called together in five minutes' notice on the floor and the charge tried and disposed of. The influence that

is leading the board in its stubborn stand against our trade has led the board into believing that the board cannot trust to delegate the control of the operation of the bureau to a committee of its own appointing and removal power. The big difference to the trade is that the standing weighing committee consists of practical men, while the board is a body that meets once a month and at best is unacquainted with conditions in the grain and railroad business. There isn't a bigger kicker in the world against bad weights than the railroads; they have no favorites to play. They haul the grain or hay and want pay for every pound they haul. The grain trade would be satisfied for the railroads to do the weighing, and I guess that is what we will come to when six out of fifteen members of our board of directors try to ram something down our throats that we won't have."

On September 12 a meeting of grain men was held to organize the "revolt," the initiative being taken by the Grain Dealers' Credit Association, lately organized. At the meeting W. W. Granger,



SECTION AND BIN PLANS OF ELEVATOR SHOWN ON THE PREVIOUS PAGE.

president of the Credit Association, named the following committees:

On Constitution and By-Laws—H. Lee Early, August Ferger, Ed Fitzgerald, Pliny Gale, William McQuillan, C. E. Van Leunen, B. H. Wess, W. H. Kramer and A. M. Braun.

On Quarters—Ed Fitzgerald, C. E. Van Leunen, H. Lee Early.

On Ticker and Telegraph Service—Pliny Gale, A. M. Braun, William McQuillan.

On Employees—B. H. Wess, W. H. Kramer, H. Lee Early.

These committees were expected to report to a general meeting called for a few days later in the rooms of the Grain Dealers' Credit Association.

The organization adopted the name the Corn Exchange, and was to start with 143 members, but the members did not expect to resign as members of the Chamber, because each membership has its equity in the property of the Chamber.

Two or three days later there was the offer of a compromise from the officers of the Chamber, while the grain men to offset the order of Supt. Murray made arrangements with the railroads to have affidavits made of the correctness of the weights after that date, which would be accepted by the railroads in lieu of the official certificates

of the Weighing Bureau. Repeated efforts have been made since to fix up the matter, but apparently without success.

### [For the "American Elevator and Grain Trade."] SELLER OF CORN BOUND BY CONTRACT.

BY J. L. ROSENBERGER.

Member of the Bar of Cook County, Illinois.

The Supreme Court of Nebraska says that the defendant in the case of J. H. Teasdale Commission Co. vs. Keckler, 120 Northwestern Reporter, 955, sold 10,000 bushels of corn to the plaintiff, the sale being made through a broker residing in Omaha; communication being had between them by telephone. On the next day the broker wrote to the defendant stating the terms of the sale, and that confirmation thereof would be received by the defendant from the plaintiff. The plaintiff wrote to the defendant from St. Louis, where it was located and where the corn was to be delivered, confirming the sale, and stating fully the terms thereof. This letter was headed in bold type as follows: "Report immediately any errors in this confirmation." The defendant did not reply to either of these letters, but on a later date shipped one car of corn upon the contract, but failed and refused to ship the remainder.

In an action brought by the plaintiff to recover the damage suffered from a failure to deliver all the corn, the defendant alleged as one ground of defense that his contract to furnish the corn was conditioned on his ability to get cars to make the shipment, and that cars could not be procured. He also pleaded the statute of frauds as a defense, which statute in certain states requires contracts of sale above a certain amount, to be performed in the future, to be in writing.

The court holds, first, that the agreement was taken out of the statute of frauds by shipping part of the corn; and, second, that if the plaintiff's letter of confirmation did not properly state the terms of the sale, it was the duty of the defendant to observe the directions of the letter and report any error therein relating to the terms of the agreement, and that the rule that he who is silent when it is his duty to speak shall not be heard when he should be silent should be applied.

### TEST CASE AT KANSAS CITY.

In order to test the validity of the Missouri law making it unlawful for receiving grain elevators to take 100 lbs. per car dockage, R. J. House, member of the Board of Trade, submitted to constructive arrest for violation of the law. A writ of habeas corpus was then applied for to Judge John G. Park, who refused the writ.

In his opinion Judge Park held the law good. He said the deduction of 100 pounds from the weight of grain in each car, irrespective of the condition of the grain and the weight of the shipment, was an arbitrary deduction, one not founded on just principles. He added that the inspection of a car went far to show whether the grain was in good condition or not or whether there was much dirt in the shipment, and that the buyer, buying from sample, took such facts into consideration in making his purchase.

The case will go to the Supreme Court.

Between 75 and 100 complaints are on file with the Railroad Commission that the law is not obeyed.

### MINNESOTA GRAIN BOARDS.

Gov. Johnson, shortly before going to his death at Rochester, made the following reappointments of members of the Minneapolis and Duluth Grain Inspection Boards of Appeal:

Minneapolis Board—Arthur F. Evenson, Nicollet County, term three years; W. F. Kelso, Kittson County, two years; S. P. Thorson, Sibley County, one year.

Duluth Board—H. P. Bjorge, Otter Tail County, term three years; Herbert M. Gray, Lyon County, two years; T. B. McManus, Polk County, one year.



# Grain Dealers' National Association

## Thirteenth Annual Convention, Indianapolis

COMPLETE TRANSCRIPT OF THE NOTES OF THE OFFICIAL REPORTER

THE THIRTEENTH ANNUAL MEETING OF the Grain Dealers' National Association was held at Indianapolis, Ind., on October 6, 7 and 8, 1909, under the Presidency of Mr. A. E. Reynolds, Crawfordsville, Ind.

The first session was called to order at 10:15 a. m., by President Reynolds in the Convention Hall of the Claypool Hotel.

President Reynolds introduced Rev. Dr. Stansfield of Indianapolis, who invoked the Divine blessing upon the convention:

Oh, Lord, our Father, the source of all life and light and blessing; the Father of all mercies, the God of all grace: we thank Thee for the manifold blessings of our lives. From the earliest days of our lives Thou hast been mindful of us, and each day has given evidence of Thy love and Thy care. Thy mercies have been newly bestowed on us every morning, and repeated every evening. How great is the sum of them all!

We praise Thee, oh, Lord, for life and all its blessings. We thank Thee, oh, Lord, for life in a Christian land and in this Christian land; and as we look back over the history of this nation, showing so clearly and distinctly evidences of the power, the presence and the guidance of a loving Father, we give Thee hearty thanks for all Thy mercies to us as a people.

Wherein we have failed, forgive us; wherein we have gone astray, have mercy upon us; and, oh, Lord, we pray that Thou wilt help us from this day as individuals and as a nation, that we may have more constant regard to Thy will, and seek to please Thee whose we are and whom we serve.

We praise Thee for the material prosperity of this land. We know that in the fascinations and intoxications of success we sometimes forget. We forget that Thou art the great giver and the only sustainer of life. We plow the field and scatter the good seed over the land, but it is fed and watered by God's Almighty hand. He sends the snow in winter, and the warmth in summer, the breezes and the sunshine, and the soft refreshing rain. All good gifts around us are sent from heaven above. Then praise the Lord, oh, praise the Lord, for all His love.

We thank Thee, oh, Father, for all things bright and good. We pray, oh, Lord that Thou wilt help us that we may remember that we are stewards of the manifold gifts and graces of God, to be true to the trust that Thou has imposed upon us and the great resources and blessings that Thou hast placed in our hands.

Grant that we may serve our generation according to the will of God.

Bless this organization of men, and grant, we pray Thee, that as they deal so directly with the breadstuffs of this nation, they may have regard under Thee and under Thy will.

From the time of Joseph, back there in Egypt, the interests of the people have been cared for by men who meet great emergencies as they have arisen and in the right spirit serve the interests of the people. Today, with the increased facilities of production, and increased facilities of transportation, and with the increased opportunities for wrong as well as of wider service, oh, Lord, help these men,

we pray Thee, that they may recognize the larger trust as men who have received from God added obligation to their fellowmen and the Nation.

May Thy blessing richly rest upon all their labors; bless their families while they are away from them. Keep them in safety and in peace; bring them back to their homes, and grant, we pray Thee, oh, Lord, that in all our walks of life

local Board of Trade informed me that this convention was to meet at 9:30, I approached the convention hall with considerable feeling of reluctance and with an excuse for my absence ready to use; but you being Americans and when away from business not always on time, I found that the excuse I had framed in such picked phrase—that the excuse that I had a previous engagement, is one that I can

file carefully away to be used upon the next convention. (Laughter.)

Indianapolis is always glad to receive the delegates to each successive convention which comes to us. I presume I would be following the usual custom which has opened with me, however, if I were to assure you that you are the most intelligent convention that has ever met in Indianapolis; but I am not going to indulge in any such idle flattery, because my experience in the past as an amateur in the grain business has led me to understand that every man who is engaged in it as an occupation either was born in Missouri, came from Missouri, or understands thoroughly the peculiarities of the Missourian who has to be shown.

We are glad, indeed, to welcome members of this convention in our home town. We welcome you because, as Brother Stansfield has just said, you are connected so intimately with the one great primary industry which affects every man, woman, and child of our country—the handling of the grain which grows from the soil and which constitutes one original source of wealth to our people.

A great deal has been said about this year of breadstuffs and of grain during the past few months. Protests have been made by the press, protests which are rightfully made, against methods which have appeared in this business, not in the elevator, but those other branches of the features of the grain trade which are so intimately associated with the elevator. Every man, almost, has found it to be popular to denounce the margin dealer.

Now, I do not always travel with the majority, and I am not ready now to travel with the majority in denouncing all dealers in options, while I am opposed to the manipulation unduly of the prices of the product which represents our loaf. I do not condemn the miller who purchases cash grain and who knows not upon what market he will mill it for selling the future to protect the purchase; nor do I condemn the miller who with surplus wheat buys to protect us against a flour price that he cannot foresee; but I do join with the great mass of the American people in raising a voice of protest against the manipulation of prices by those gamblers upon the Chicago Board of Trade who have laid a tax upon every man, woman, and child in this country during the past eighteen months.

The price of wheat in this country was not fixed by the price demanded by the farmer only in so far as could the gamblers in Chicago make it possible for the farmer to reap an unfair price for his product. When we people who represent the consumers, the men who must eat that which you handle, are lifting our voices in protest against the proceedings that have been had within the past eighteen or twenty-four months, as wise men identified with the one great industry, or one of the great industries of our country, you men should take heed, because that voice from the people coming in protest has behind it the power of the people from which comes the law, and the law will regu-



A. G. TYNG, PEORIA, ILL.,  
President Grain Dealers' National Association, 1909-1910.

we may be followers of Him who has taught us that Thou art our Father and that we are Thy children, who love as Thy children the Father.

These mercies we ask in the name of our Lord Jesus Christ. Amen.

### THE ADDRESSES OF WELCOME AND RESPONSE.

President Reynolds introduced Hon. C. A. Bookwalter, Mayor of Indianapolis, who was greeted with applause. He said:

First, I wish to express my appreciation of the dilatoriness of the members of the organization. I have never yet discovered a plan by which I might be in two places at once; so when Mr. Smith of the



late, unless the men inside of the business themselves regulate.

We are glad to have you, as I said, come to Indianapolis. I am not going to lecture you upon this subject. The amount of bread that I consume in a year will be measured by one loaf and then have a few little crusts left; but the flour and the grain products affect us all more or less; and as you have met to deliberate upon the future of your business and to exchange ideas, I speak to you as a friend and as a man who thinks he knows how the people are thinking, that it is well indeed that all phases of this grain business should be most carefully considered.

Now, we are not giving you the keys of the town because we do not lock anything in this city,



A. E. REYNOLDS, CRAWFORDSVILLE, IND.,  
President G. D. N. A., 1907-1909.

against either our own people or visitors. This is not because we are a wide open town, for we are not, and I am glad of that fact; we are a good, clean, wholesome, Hoosier community; and we open the town to you, we open our hearts to you, and we ask you to revel in them all. (Applause.)

President Reynolds introduced Mr. Aquilla Q. Jones, President of the Indianapolis Board of Trade, whose address follows:

Mr. President, Ladies and Gentlemen: I did not realize some months ago the extent of the trouble I was getting into when I accepted the presidency of the Board of Trade. I am by profession a lawyer. I have traveled in the groove of the legal profession for the past thirty years; but I was not told one of the purposes, you might say, of being president of this organization that I stand for today was to make speeches, averaging, I think, one each week; but I am gradually by force of circumstances, becoming habituated to the necessity and being able to meet face to face the different organizations to whom I am called upon to speak.

I want to say to you, gentlemen, that I esteem it a great privilege and a great pleasure to have the opportunity of addressing men representing large commercial and industrial interests throughout this country. The industry that you represent is one of very great importance. I have been so much concerned to find the root, so to speak, of the whole matter; and in glancing over the annals of ancient history, I find that your great industry took its beginning long before the time when we are told that Joseph cornered the market in the land of Egypt. It seems like bulls and bears have been in the grain business many centuries. During my investigation I also found that even the foxes have been destroyers of the grain as far back as the time when Samson tied the tails of the foxes together and turned them loose in the standing corn of the Philistines. So, not only have we had bulls and bears, but foxes who have belonged, you might say, to the grain industry from early years. We have also had a class of people referred to by the Mayor, that we might popularly term wolves—the wolves of the bucketshops—men who seek to prey on the innocent, to suck the blood of those who entrust their means and their property to their care. This has been the case to such an extent that the laws of our country have stepped in and framed rules and regulations to prevent their preying upon the people.

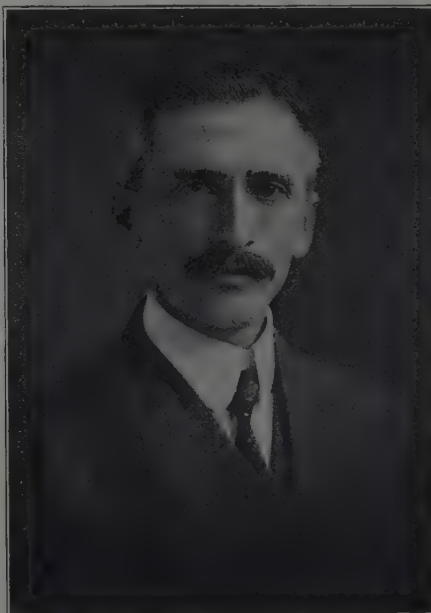
The other day I ran across a story which may be known to all of you, but which represents another class of animals that have preyed upon this industry. It appears that a gentleman in Chicago—I do not know why they always refer to Chicago as the city of all grain crimes, but they seem to do so,—this gentleman saw fit to enter the wheat pit at Chicago and to endeavor to deal there with men experienced in affairs that he knew very little about. What was the result? Nothing but the natural result that comes to men who without experience attempt to deal with such matters. He was shorn, and very closely shorn. He met a friend a day or two afterwards, to whom he told his

troubles, and his friend was anxious to know in what capacity he was in the market, and he said to him: "Were you a bull?" "Oh, no; I was not a bull." "Were you a bear?" "No, I was not a bear, either." "Well," said his friend, "what in the thunder were you?" "Well, to tell the truth my friend, I was an ass!" (Laughter.)

But, gentlemen, I stand here representing a class of gentlemen on the Indianapolis Board of Trade that rank the very highest in the business world; and I guess you gentlemen are in the same category with those men with whom I am brought in contact almost every day—men devoted to duty. The grain men of the Indianapolis Board of Trade are men who are faithful in all the affairs of life, good citizens, men who take good care of their children, and are always obedient to their wives.

By reference to your Constitution and By-Laws, I find that you are banded together for the purpose of protecting your business interests and of extending friendly relations among men, among your fellows. Upon further investigation of your purposes as outlined in your Constitution, I find that you have adopted a course of procedure, a code of morals and good business ethics which are governed by the very highest principles of business life. In fact, you seek to do away not only with the lawyer but also with the judge. You have outlined a purpose which brings you together to settle business disputes, thus avoiding the litigation that comes by reason of differences of opinion between men. You avoid the sting of controversy which arises out of local troubles, and in your own way you seek to arbitrate everything of a business character upon the highest principles of business morality.

I think, gentlemen, there is an increasing tendency in that direction throughout the entire business world, which is not confined to any of the



JAS. L. KING, PHILADELPHIA.  
First Vice-president, 1909-10.

trades or professions but applies equally to all organizations of like character, whether manufacturers, wholesalers, or retailers, in all the business of life; which, of course, is commendable.

Now, gentlemen, it is my province, as representing the Indianapolis Board of Trade, to extend to you a welcome, and in so doing I might subscribe to everything Mayor Bookwalter has said and stop right there; but I simply want to add this one word. Of course, we extend to you the best wishes that we are capable of extending. We wish you to enjoy yourselves during your stay among us. May all of your conferences and judgments grade high in what you conclude; may every conclusion that you reach be based upon the highest principles of good business and bear the very closest inspection that will come.

President Reynolds: We will further be welcomed, gentlemen, by the President of the Indiana Grain Dealers' Association, one of our strongest affiliated organizations. I have the pleasure of introducing Mr. William B. Foresman, President of the Indiana Grain Dealers' Association.

Mr. Foresman: Mr. President, Ladies and Gentlemen, Members of the Grain Dealers' National Association, and Friends: After having listened to the addresses just given by two such able men, I feel that there is very little if anything further that I can say. However, it affords me much pleasure on behalf of the Indiana Grain Dealers' Association to stand before this body of such representative business men; and I can assure you that we are proud of having the honor to help entertain you during your short stay in the beautiful capital of this our state of Indiana.

We are also proud, gentlemen, that you have honored our state association by selecting from it one of our best members to serve as your president during the past two years, although we regret that while he has been serving the National Association we have been compelled to lose his valuable services in our own state association. We have been

very lenient in loaning him to you during the past two years; but we all realize the importance of having a good man at the head of the National Association.

In conclusion, I wish to say that the Indiana Grain Dealers' Association is most loyal to the National and we are all ever ready to lend all the assistance of which we are capable. We hope that your stay while with us will be a very happy and pleasant one, and we can assure you that you have a most hearty and cordial welcome from the Indiana Grain Dealers' Association. I thank you. (Applause.)

President Reynolds then thanked the speakers for their kindness, and temporarily resigned the chair to First Vice-President A. G. Tyng of Peoria, Ill., who introduced Mr. C. C. Miles of Peoria, Ill., to respond to the addresses of welcome.

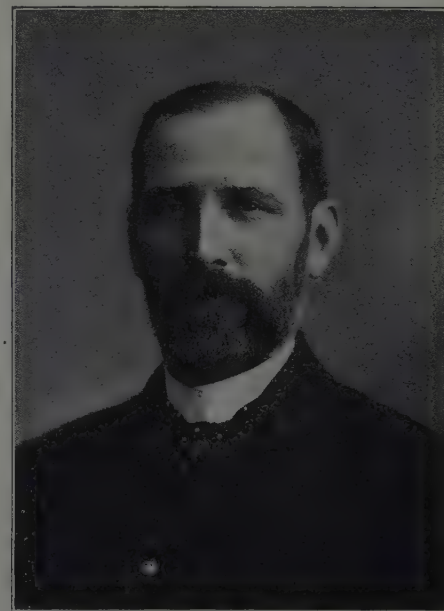
Mr. Miles: Mr. President, ladies and gentlemen: I am sure after hearing such good representatives of oratorical ability, that I feel very inadequate to respond.

I am not going to offer any apologies for any of the abuses that may have existed in the grain trade of this country. I am going to tell you that nearly thirteen years ago some fifty men, more or less, prominently connected with the grain trade, organized at Chicago the Grain Dealers' National Association.

There were eighty names on the list of charter members, some of whom are here today and will vividly remember that infantile period in the life of the Association. They have not forgotten, I think, the first struggles for existence and for recognition, and they will recall the conflict that this Association had with all sorts of infantile diseases. They will remember that it nearly died of neglect and lack of nourishment. But there are some things which possess merit that cannot be downed, and this Association seemed to be like the proverbial cat of ancient fable that possessed nine lives; and so it has come out of the troubles of infancy and youth into the vigor of manhood. Thus it is that I am very proud today to respond in behalf of the Grain Dealers' National Association; and I am glad to say to his Honor, the Mayor of Indianapolis, that we accept his gracious welcome to this beautiful, energetic, active—and I don't know what else to add—city of Indianapolis.

The Mayor has told us that everything here is unlocked and therefore the proverbial key to the city will not be needed. He has been so gracious in his welcome that I think we already feel at home, and that we shall go away from this town with exceedingly pleasant recollections of our visit. We thank the President, Mr. Jones, of the Indianapolis Board of Trade, an organization composed of men who have the nerve—the money, too, I suppose—to build their stately and beautiful Board of Trade Building.

We appreciate also the very kindly welcome that our friends of the Indianapolis Board of Trade have



E. W. SEEDS, COLUMBUS, O.,  
Second Vice-president, 1909-10.

given us here, and thank the president of the Indiana Grain Dealers' Association for his welcome into the borders of this great state, made famous, to my mind, at least, a long time ago, by Posey County, Hoopole Township, Kokomo, and a few other euphonious names, and later brought into prominence by its great growth in population, in manufactures and in agriculture. The state of Indiana is a great producer of grain. It is not one of the very largest producers, but it is so large that when it wants to sell its crops the great producing states west of her usually have to wait until Indiana gets through. They have been waiting now for some time.

The state of Indiana is famous for its statesmen and men of letter, and we honor it for such men as Morton, Voorhees, Harrison, Beveridge, Fairbanks, as well as Wallace, Riley, Tarkington, George Ade, the McCutcheons and I do not know



how many others. However, let us be proud of all the people that live in Indiana. We rejoice with you in your glory.

I am especially glad to be here today and accept this welcome from these gentlemen who have honored us with their presence, and also of the fact that our Association can accept it, not as offered to a weak, struggling, infant organization, but to a well-grown, strong, energetic, active, and potent Association of business men who come from all parts of this country, from a territory enclosed on one side by the Atlantic and on the other by the Rocky Mountains, from the borderland of our country on the Lakes to the Gulf of Mexico.

There are 491 regular members of this organization and 1,100 affiliated members. We represent here today a very respectable majority of the people that handle the millions upon millions of bushels of grain which passes from the hands of the men who grow it to the men, women and children who consume it. As our incomparable Secretary puts it, we have no secrets; we are here on honor; everything we do is open and above board. We are here in this convention assembled to better, if possible, the interests of the producer, of the handler, of the consumer; and, Mr. President and gentlemen, it is with such mention as this that we accept the hospitality that is offered to us here today. I thank you. (Applause.)

### THE PRESIDENT'S ADDRESS.

First Vice-President Tyng (in the chair): You have just heard from Mr. Miles as to the prosperity of our organization. It is my fortunate privilege to be able to introduce—I should not say introduce, but announce—the address from a man who has done as much for the success of this Association as any man. I refer to your President, Mr. A. E. Reynolds of Crawfordsville, Ind. (Applause.)

Mr. Reynolds said:

On the North American Continent, between latitude 28 and 48 degrees north, and longitude 70 to 124 degrees west, lies a vast expanse of domain covering an area of about three million square miles. Within the borders of this territory the human race has reached the highest state of advancement yet attained. Here are found all the conditions that go to make up the sum total of human prosperity and happiness. In this domain nature's God has been most lavish in storing up facilities for the widest exercise of human faculties.

Along the thousands of miles of sea coast the genial warmth of ocean currents has given every gradation of temperature, from perpetual summer in the south to alternating summer and winter in the north. Along the northern border the vast chain of lakes joins hands in welcoming the largest water traffic of Christendom. Sweeping rivers water the vast plains; majestic mountain ranges give the grandest scenery of the world; hidden in the crevices of the stony rocks are stored the richest deposits of gold, silver, iron, coal, oil and other minerals yet discovered by man.

With all its territorial extent, its geniality of climate, its vast stretch of ocean coast, its sweep of rivers, its limitless supply of mineral wealth, this country, called the United States of America, would be totally unfitted for the habitation of man did it not possess other and richer resources than these.

The basic element on which all our wealth, prosperity and happiness are founded, is the product of the soil. We are the home of the greatest steel industry of the world, yet England and Germany make their competition in this industry profoundly manifest. We produce more oil than all the rest of the world, yet Russian oil sets the price in many foreign countries. We lead in gold, silver, lead and coal, yet foreign competition is manifest in all these products.

When we come to the products of the soil we acknowledge no equal. In this we hold a position supreme. At 9:30 every morning there emanates from the Chicago Board of Trade a tattoo of pulsations which, carried over land, under ocean waves and through limitless space, girdle the earth around. These dashes and dots are proclaiming the price of tomorrow's breakfast throughout civilization. The United States practically dictates the grain markets of the world.

Our rise to this position has been gradual, yet very rapid. Sixty years ago we were only slightly known in this line. Our export business was almost nothing; methods of tilling the soil were antiquated; transportation facilities meagre; exchanges unknown; market quotations unheard of.

When we survey the present state of the grain business, we can scarcely comprehend how such wonderful strides could have been made in so short a time. It did not simply happen; it has been brought about by a system of evolution. Step by step, has the tendency been toward perfection.

The greatest factor in this evolution in the past quarter of a century has been the Grain Dealers' National Association. We are now assembled for the thirteenth annual convention. Thirteen years old! Quite an infant, if measured by the lapse of time; but when measured by its works, it is found quite a stalwart. At the time this Association came into the field of human activities, it found the grain trade in a chaotic condition. Systems were antiquated; facilities wholly inadequate; trade rules unknown; weighing systems incomplete and void of the element of honesty; contracts disregarded at will; arbitration unheard of; in short, the whole trade was one seething maelstrom of confusion and dissatisfaction. Into such a state of affairs, thirteen years since, came the Grain Dealers' National Association. It has striven earnestly and persistently to bring order out of chaos. It came with a missionary spirit of reform; as the educator to teach; as the demonstrator to show how; but above

all as the valiant warrior to battle against wrong wherever it existed within the trade or affected the trade from without.

What this Association has accomplished is too well known to need review at this time. I believe it will be profitable, however, to treat under various heads a few of the burning questions which are before us at the present. But there are many subjects which cannot be touched on in a short address. It is a question of selecting a few out of the many scores of live questions.

#### UNIFORM BILL OF LADING.

The new uniform bill of lading which has been recommended by the Interstate Commerce Commission is a very great improvement over the one at first offered by the railroads. It is, however, a long way from being satisfactory to the grain trade. Particularly do I call attention to the 10 per cent excess rate clause.

The old bill of lading had many objectionable provisions which the railroads never attempted to enforce. The new one has many of these same objectionable features. If it is the intention to enforce this bill of lading to the letter, then it will not do at all. It is absolutely all one-sided. The shipper has no chance at all. It is safe to assume that it is to be enforced to the letter. I recommend that the Association take a strong and decisive stand against it in its present form.

#### UNIFORM GRADES.

The most vital question before the grain trade still is the inspection of grain. It affects at once every grower, shipper and consumer. No other question is so far reaching importance. Only two elements naturally enter into grain inspection; they are simple:

First: Quality, which can be determined by scientific principals.

Second: Condition, which must always remain largely a matter of human judgment.

Instead of having the grading of grain reduced to almost an exact science, based on these two propositions of quality and condition, we have a thousand and one technicalities and subterfuges injected into our multiplicity of inspections, most of which when analyzed serve only to confuse. They certainly do not serve the purpose of more clearly describing the grain.

For example, take the grade of "Three White Oats." It means any one of a dozen different qualities. Before it conveys any real idea of what it means, it must have a prefix, such as Chicago, New York, Philadelphia, or some other market. When such a prefix is added, it means that to make "Three White Oats," the oats must meet the capricious requirements of the specific market. What has been said here regarding "Three White Oats" will apply with equal force to all other grades of grain.

Our grain is graded and its value fixed by a wildcat system besides which the old wildcat currency becomes a tame proposition. For more than three years the uniform grade proposition has been particularly a live subject. I have heard it discussed pro and con by the best informed grain men of the day; and yet, to my mind, I have never heard one single, valid reason given why uniformity should not be adopted. The old, much prated excuse of climatic conditions and all similar excuses have become standing jokes and the laughing stock of the whole trade. Why are we not able to reduce this proposition to a satisfactory uniformity, the same as our weighing system? It is now "up to the trade" to unify the inspection rules and make them as perfect as the weighing system.

A very important step in this direction was taken at the St. Louis convention, one year ago. Inspection rules adopted at that convention are, in my opinion, by far the most comprehensive, equitable rules yet applied to the inspection of grain. Many exchanges have adopted them and now have them in full operation. I have not heard of a single objection offered by the markets now using these rules, nor have I heard of a market using them which has not largely increased its business by so doing. Just why several of the large markets have failed to adopt these rules is still an open question.

The weighing proposition is reduced to an exact science. The standard of weight is absolutely fixed. To me, it would be just as reasonable to have a sliding scale of weight standards, as to have a varying standard of inspection. Why not a 16-ounce pound in New York, and a 20-ounce pound in Chicago? What is the necessity of having a 60-pound bushel alike throughout the country? Why does it not vary to meet local requirements and "climatic conditions"? Only three elements now enter into the weighing proposition:

First: Conditions of scales, wholly a mechanical proposition.

Second: Liability to errors, the correction of which is wholly a matter of education.

Third: Honesty of the weighmaster, which is wholly a matter of moral qualifications.

All of these are conditions easily regulated and absolutely under the control of the weighing departments. Here let me say that I believe the weighing of grain throughout the country has reached a very high degree of perfection.

The inspection can be made as perfect and uniform as our weighing. It is, in common parlance, "up to the trade"; and I firmly believe if they neglect their opportunity, that the Government will soon take a hand.

#### FEDERAL INSPECTION.

The fight for and against Federal Inspection has been so recently waged that it is useless to review it. By some it is supposed that Federal Inspection is a dead issue. Not by any means; it is very much alive. By amendments now offered to the proposed inspection bill, it is apparent that the scope of the measure is to be materially widened. Two years ago

ultimately an officer of the Government would be the opponents of the measure said it meant that placed at each country elevator. Those favoring the bill hooted at this suggestion and said it was unreasonable and preposterous. How true these surmises were is now reflected in the amendment proposed. The proposed amendment, if adopted, would lead to that very thing.

It has been claimed that Federal inspection is a move toward benefiting the farmer. I believe that the farmer is safer to have his grain inspected by his friend and neighbor, the local grain dealer, who is at liberty to give him the best possible grade, according to his judgment, than to have it inspected by the cold, unconcerned minion of the law. The country grain dealer can gain and hold the farmers' patronage only by fair and honorable treatment.

An agent of the Government who holds his position by reason of political pull cares little as to whether he pleases the farmer or gives him a square deal or not, just so he can continue to hold his position. This talk about benefiting the farmer by Federal inspection is populism of the rankest variety.

The extreme solicitude for the welfare of the foreign buyer of our grain as manifested by the advocates of Federal inspection, is extremely pathetic. (Applause.) This Association stands now, and always has stood opposed to Federal inspection, but it stands in favor of uniformity of grades. Personally, I shall never favor Federal inspection, except as the last and only means of securing uniformity. The proposition of establishing a Federal commission to supervise the inspection and to act as referee is, to my mind, a much more feasible plan than Federal inspection. But this would be unnecessary if the exchanges of the country would bestir themselves and adopt uniformity.

#### DEMURRAGE.

This Association has been somewhat passive on the demurrage question. Personally, I favor uniform demurrage rules. These rules should be made so broad and liberal as to correct the abuses from which railroads have suffered, and which, in time of car famine, have worked untold hardship and injustice to the shipping public.

The interstate commerce act attempts to give equal privileges to small and to large shippers. This is eminently a fair proposition; but has it been or can it be fairly enforced? In the case of the country elevator operator, this law often works a great injustice. He owns and operates an elevator, accumulating grain by small lots until carloads are obtained; he furnishes a year around market for the farmer in his vicinity. During a large part of the year he operates at a net loss to himself; he has large investments in equipment; his business is a source of continuous revenue to the railroad. When he has a car of grain to load it only requires a few hours to have it ready to go. During harvest time, when grain moves rapidly, the up-start grain merchant without investment or place to do business, comes into the field, weighs a car or two, has forty-eight (48) hours to load same, gets an equal number of cars with the regular dealer and demoralizes the market while the boom is on. As soon as the cream of the business is gone, Arab like, "he folds his tent and as silently steals away."

I believe it is fair and right that the industry permanently located on a railroad, with tracks of its own, should have an advantage over the nomad who is in and out of business as pleasure or caprice dictates. The railroads actually incur large extra expense to accommodate the track grain dealer, or so-called "scoop shoveler." They maintain team tracks—in many cases scales; give him office room in the station; the cars which he loads are held up from twenty-four to thirty-six hours longer than they would be if loaded at the elevator. Why discriminate against the elevator and in favor of the "scoop shovel merchants"? Some railroads formerly owned large lines of elevators along their roads, which they leased to dealers at nominal prices. This largely has been abandoned. I believe that the practice of furnishing cars to track dealers at points where elevators are in operation should be done away with also. It would be right, fair and reasonable.

The present demurrage penalty of one dollar per day for a car is wholly inadequate to fairly regulate this unfair practice. After a car is located ready to load, twelve hours is ample time to load it. As long as the present laws prevail, giving the track loader equal rights with the elevator man, I would favor a twelve-hour limit, with \$5 per day penalty for extra time. In my opinion, this would greatly facilitate the movement of cars. Reasonable and fair exceptions should be made for congested conditions.

In my judgment, the same demurrage rules should not apply to unloading, as to loading cars. The unloading is much more liable to be done under congested conditions than the loading. The loading is done at thousands of way-stations widely distributed, while unloading is done at a few large centers where accumulation of cars is likely to occur. If grain is unloaded at points where it goes into consumption, the process is by reason of physical conditions, often a slow operation; therefore different rules should apply to loading and unloading of grain.

#### NATURAL SHRINKAGE IN TRANSIT.

As between shipper and carrier, I consider this one of the most important subjects now under consideration. It involves the entire question of weights, how, where and by whom shall grain be weighed when loaded or unloaded; also the question of leakage in transit, claims for shortage, loss by wreck or any other cause.

The question of safe equipment is also involved. What are the shipper's rights to reject a car unfit, in his judgment, to carry grain safely? If



the carrier continues to furnish him only cars that are unfit and unsafe, what recourse is open to him? What right has the common carrier to take scaleage, or dockage, as is now practical at many terminal elevators? The rule recently put in force by the Western Traffic Association provides that a shrinkage of from  $\frac{1}{4}$  to  $\frac{1}{2}$  of 1 per cent shall be deducted from all claims for loss in transit. It further provides that grain must have been weighed by a recognized weighmaster, at points both of shipment and destination, in order to have a claim entertained. By natural inference we must conclude that claims for shortage will be ignored when grain has not been weighed by a recognized weighmaster. If this inference is true, and we are not prone to look to the railroads for lenience in construction of a rule, then no claim would be entertained when grain is shipped from a country elevator, or when grain from any point is unloaded at any station where an official weighmaster is not located. This at once excludes fully 90 per cent of all shortage claims, as all grain originates at country points, and a large amount of it is consigned to other country points where no public weighmaster is possible. Claims would only be considered when the grain had been weighed in and out by officials at exchanges, or between elevators maintaining official weighmen. The unfairness of this proposition is glaringly apparent.

It is said that the railroads will not attempt to carry out the spirit of this arrangement to the letter. They will do so unless the strong arm of this Association is interposed. If this regulation is to be insisted upon, then I favor petitioning the Interstate Commerce Commission to compel the carriers either to recognize every loader of grain as an official weighmaster or to furnish a weighman themselves to weigh all car lots of grain, both at origin and at destination. The necessity of this is imperative. The country shipper must not be left a prey to the insatiable greed of the carriers.

We do not admit that the schedule for shrinkage as adopted is a fair one; but when it is fully determined between shipper and carrier what a fair per cent of shrinkage really is, then it must be incumbent on the carrier to determine how much is loaded into a car and to deliver at destination that amount, less the determined shrinkage. Failing to do so he must pay for the shortage.

I recommend the appointment of a committee to look after this matter. If unable to get the railroads to adopt an acceptable per cent of natural shrinkage and also to do away with all dockage and scaleage, this committee should be authorized to bring the matters before the Interstate Commerce Commission with proper recommendations.

#### LEGISLATION.

The general widespread craze for more and varied legislation has become a serious menace to all business enterprises. The famous oration which begins: "We must educate, we must educate; if we do not, we must perish by our own prosperity," might now aptly begin: "We must legislate, we must legislate; if we do not, we cannot withhold the wave of prosperity which now threatens us." As far as the grain trade is concerned, it needs no legislation to control it. The resolution which two years ago went from this Association and the grain trade in general to the President, to the national Congress and the Secretary of Agriculture, asking for a careful investigation of the grain trade at the hands of the government, has been wholly ignored. If the evils of the trade are not of enough moment in the commercial world to be worthy of an investigation when the trade earnestly asks it, then we do seriously object to legislation adverse to our interests. Federal inspection legislation is uncalled for, unnecessary and wholly inimical to state rights.

Prohibiting trading in grain for future delivery is absurd and dangerous. It would restrict the proper handling of our crops and would be an unwarranted infringement on the personal rights of citizenship. What we do need, and what all business of the country needs, is a serious letting alone; the enforcement of existing laws; a cessation of commercial persecution, and the withdrawal of threatened legislation which stands as a dangerous menace to the wave of prosperity which now surges about us. For these favors we must earnestly pray and supplicate ourselves before the powers that be.

#### ARBITRATION.

The arbitration feature continues to be one of the very strong features of the work of this Association. During the two years of my incumbency in this office, Messrs. Grimes, Wasmuth and Miles have occupied the important position of arbitration committee. I want to publicly thank these gentlemen for the very efficient work they have done. It could not have been done better. Their decisions are a valuable legacy to the grain trade of the country. I recommend that these decisions be printed for distribution to our members. The arbitration idea is the best way of settling differences. It saves long-drawn-out, expensive litigation; it is broad, reasonable and wholly desirable. I recommend it as one of the most important factors of the Association's work.

Some have objected to joining the Association because they would be forced to arbitrate differences with fellow dealers. This is usually on account of misunderstanding the arbitration rules. Arbitration works a hardship to nobody. If a trade is made under the rules of an exchange, the rules of that exchange obtain in the arbitration. If no conditions are named in the contract, then the Trade Rules of the National Association will apply. Make your contracts explicit and plain. By so doing most of the arbitrations will be eliminated, and when a case goes to arbitration it will be simplified, and the work of the committee reduced to the minimum. Study the rules of this Association carefully; thoroughly master them; it is

the duty of a good grain man to do so. Do not wait until trouble comes. "In time of peace prepare for war." If you wait until a case comes up and then try to fit the rules to your side of the case, you may be disappointed. Become acquainted with the rules; you will save trouble. The arbitration rules are fixed. They are as inflexible as the laws of the Medes and Persians. They can only be changed by the body politic of this Association. If you think they are not right, go at them like good business men that you are and change them. If any man knows of a change necessary, let him stand during this convention and make his objections known or forever hereafter hold his peace. When you do understand the rules, you will not hesitate to arbitrate any difference. To refuse to submit a business difference to a disinterested committee of compeers is a sign of the weakness of the position you have taken.

If I can properly impress on you the fact that this is your Association, that these are your rules, that the secretary is your servant, that the officers and committees are rendering you gratis an important and unselfish service, then would I feel that I have indeed succeeded well. It being your Association you should make it what you think an association ought to be. Support it liberally with your talents and your money; pay your annual dues cheerfully. It is not a tax nor is it conscript. It requires cash to run this institution. It is your institution; you must support it. Its field of usefulness is circumscribed only by the amount of cash at hand.

I would fall short of my duty did I not take advantage of the opportunity offered, to express my thanks to the members of this Association for their earnest co-operation during my term of office. I have never failed to receive help from whatever source I have asked it. The committees have been faithful in the performance of their duties. The trade papers have always been ready and faithful exponents of association work. We could not have done the work that has been done without the co-operation of these journals. I commend them all to your hearty support.

Our secretary has been a most efficient, faithful worker. More depends on the secretary than all else. While the officers and committees work periodically, the secretary has arduous duties pressing him every moment of every day, throughout the year. Mr. Courcier is all that could possibly be asked as a secretary. My relations with him have given me a clear insight into his makeup. He is a bundle of tireless energy. Without such a man as secretary we could not carry on the work in hand. I extend Mr. Courcier my hearty thanks for his assistance and courteous treatment.

The grain business is a nerve-taking, energy-exhausting, life-shortening business. As members of this kind of a business we owe it to future generations of grain dealers to do all we can to systemize it; to eliminate all unpleasant features; to smooth out the rough places and make the vocation of the grain man as genial, pleasant and desirable as possible. The stern, money-getting side of the proposition should not be the only side considered. Let us leave a legacy of good fellowship; a code of business morals that will make the business more desirable. Let us strive to create an unwritten law of genteel, gentlemanly conduct, when dealing with each other. Some day in the distant future let it be said that from the actions of Mr. So and So, he must be a grain man.

Do not write a nasty, mean letter. It is the mark of mental and moral weakness. It never accomplishes the end in view; it engenders bad blood; it lessens you in the estimation of your fellows; it is unmanly; a sure mark of the lack of personal culture. By writing such a letter you take advantage of the United States mails to say things that you probably would not dare to say face to face with your adversary. What do you gain by such a letter? You fail in your object; you forfeit your self-respect; fail to make any point, and in the end stand much lower in your own estimation than when you began.

Frame up in your own mind how you would like to receive a letter such as you are writing. What state of mind will the other fellow be in when he has read your coarse, ugly epistle. In your intercourse with fellow dealers, either by letter or personal contact, be considerate, genteel and affable—not effusive, but candid, sincere, honest and manly. To the well-bred it is easy to be gentlemanly. To those not so fortunate by nature, it is an art easily acquired and a practice conducive of the greatest possible personal satisfaction. Our business stands much in need of a higher code of business ethics—not one of proud morality, but one of sterling moral business worth. I quote the final lines of that matchless piece of diction, *Thaںatopsis*:

So live, that when thy summons comes to join  
The innumerable caravan which moves  
To that mysterious realm where each shall take  
His chamber in the silent halls of death,  
Thou go, not like the quarry slave at night,  
Scourged to his dungeon; but sustained and soothed  
By an unfaltering trust, approach thy grave  
Like one who wraps the drapery of his couch  
About him, and lies down to pleasant dreams.

The address of President Reynolds was given close attention and elicited vigorous applause.

Mr. T. A. Grier, Peoria: Mr. President, if in order, I would like to make a motion that this audience express their appreciation of the masterly address of the President by a rising vote.

The motion carried unanimously.

President Reynolds: Gentlemen, I sincerely thank you for this kind mark of personal esteem.

First Vice-President Tyng: Our President's address contains one or two suggestions that I think

should be acted upon by this convention at the present time.

Mr. L. A. Morey, New York: I would like to make a few remarks on one suggestion the President has made, under the title of "Natural Shrinkage of Grain." I would like to recommend that that phrase be altered to "Unnatural Shrinkage of Grain"; because I think that the most of the shrinkage that we have is unnatural. I might say, speaking for New York, that the average shrinkage of grain arriving there in cars amounts to three dollars or four dollars a car. I believe that this question is one of vastly more importance than the inspection of grain. I would like to move that the chair appoint a committee of three to investigate this subject and carry out his recommendations.

The motion was seconded, stated by the chair, and an opportunity for remarks given. The question being put, the motion carried.

#### PUBLICATION OF ARBITRATION DECISIONS.

Vice-President Tyng: There are some recommendations by the President in regard to publishing decisions of the arbitration committee.

Mr. E. M. Wayne, Delavan, Ill.: I would like to ask the President if that refers to the past decisions being printed in the pamphlet form?

President Reynolds: Yes, sir.

Mr. Wayne: I move that the decisions of the arbitration board for the past two years be published in pamphlet form.

The motion was seconded, and stated by the chair.

Sec'y Courcier: For possibly two years I have had in preparation a compilation of all of the decisions that have been rendered by the arbitration committee of the National Association since the institution of that feature. I think if the decisions are to be published that a distinct service to the trade would be rendered by including all the important decisions that have been rendered by the arbitrary committee since its institution.

Mr. E. W. Seeds, Columbus, Ohio: I have no objection to publishing in pamphlet form the decisions of the arbitration committee for the past two years. I do believe that a publication of all important or valuable decisions of the arbitration committee in the last five or ten years, as a book for the shelves of the country grain dealers particularly and for all of us generally, would be a very valuable addition to our office literature. I would like to have the suggestion of the President with reference to the last two years laid aside for the moment, if that is in order, and a committee appointed a little later to take up the matter of compiling all of the important decisions, in connection with the Secretary.

Mr. H. S. Grimes, Portsmouth, O.: As chairman of the arbitration committee for the past two years, I think it would be an injustice to publish their decisions and not to publish the decisions of the committee for the previous years. I believe that as a matter of benefit to the trade those decisions will become of such value that they would be used in similar cases and would often obviate the necessity even for going into arbitration at all, as they would give in concise form the results of similar cases what might be legitimately expected to occur again in the grain trade, as many cases come up constantly of a similar nature. The keeping of these decisions on file would be like having decisions in legal matters which act as precedents in similar cases. They would tend to prevent many difficulties from getting beyond the first stages of the controversy; therefore, I think we should collate and publish the decisions for as far back as can be consistently done.

Mr. Wayne: When I made the motion my desire was to pay a little tribute to the arbitration committee, as I know them personally; but as I see they do not care to receive the honor as I intended it, so I will amend my motion to include decisions in the past. If my second will agree to it, I will include all decisions.

Vice-Pres. Tyng: All decisions, or, as Mr. Courcier says, all important decisions?

Sec'y Courcier: A great many we are not able to locate.

Mr. Wayne: All decisions that he has record of to be published in pamphlet form. I think it would be something of interest, as Mr. Grimes said, so that we can refer to them, or so that subsequent arbitration committees can refer to them; and it will be of great benefit.

Vice-President Tyng: As Mr. Wayne has amended his own motion it practically stands as an original motion, or substitute motion, that the Grain Dealers' National Association publish in pamphlet form the decisions of the arbitration committee during the past few years—is that the understanding?

Sec'y Courcier: I like the suggestion of Mr. Seeds that the secretary work in conjunction with the committee. I think that is a good suggestion. While I had it in mind to refer these decisions to the members of the old arbitration committees and others for their advice as to their usefulness to the trade and their usefulness in pamphlet form



and all that sort of thing, yet since the subject is up that that be done in connection with a committee, I think it would be well.

Moved that the matter be taken up by the secretary with the advice and counsel of the committee to be appointed by the President.

Mr. Wayne: That is my intention—to have the secretary co-operate with this committee that the President may appoint, to form a kind of digest of the cases, so that they will be useful in future cases. Is that satisfactory, Mr. Courcier?

Sec'y Courcier: Yes, sir.

The motion was put and carried as above.

Vice-President Tyng: Gentlemen, there are probably some other matters in the President's very able address that I would think should be brought out and further attention given to. I would sug-

spread on the minutes and also printed and mailed to the members by the secretary?

No further remarks offering, the motion was put and carried.

#### SOME SPECIAL COMMITTEES.

Thereupon President Reynolds resumed the chair and announced the appointment of the following committees, to-wit:

Auditing—J. A. A. Geldel, chairman, Pittsburg, Pa.; J. W. McCord, Columbus, O.; Tom Abrams, Tuscola, Ill.

Nominations—E. M. Wayne, chairman, Delavan, Ill.; E. A. Wasmuth, Roanoke, Ind.; Edward Beatty, New York City; A. B. Bleidt, Lexington, Ky.; A. R. Peirson, Kansas City, Mo.; Grant McMoran, St. Paris, O.; J. J. Stream, Chicago.

Resolutions—H. S. Grimes, chairman, Portsmouth, O.; Charles England, Baltimore, Md.; J. C. F. Merrill, Chicago; S. W. Strong, Pontiac, Ill.; P. E. Goodrich, Winchester, Ind.

President Reynolds then made announcement of the entertainment prepared for the ladies and that the Postal Telegraph Company had kindly furnished direct wire service to all of the markets, and that Messrs. Meyer & Kesler of Indianapolis would forward private messages free, and announced that the program of subsequent sessions would be carried out to the letter. He said further that a "Question Box" would be placed by the door into which all who had questions which they did not care to personally ask upon the floor might drop their queries, and they would be duly considered and if possible answered fully. "This is an old-fashioned way of doing things which I suggested to the board to adopt in order that you

been in the habit of attending this convention that we always experience more or less difficulty in keeping the crowd together for the convention. It is the wheel horses, after all, who must do the hard work. We would like to see more in attendance on this session when we know there are so many hundreds in the city for the convention. The attendance, however, so far is up to that of any previous meeting. The first order this afternoon is the report of the executive committee, Mr. J. W. McCord, of Columbus, O., chairman.

#### EXECUTIVE COMMITTEE.

Mr. McCord: The executive committee have been in evidence very little this year. There has been very little to be done; we offer the following:

The affairs of the Association have not required executive sessions of the committee during the past year.

The several members of the committee have had frequent opportunities to act informally with the President and Secretary, personally and by correspondence, on all the more important matters that have required consideration.

The committee for themselves, and also for the board of directors whom they represent, feel under many obligations to the President and to the Secretary for the able manner in which they have handled the work without imposing any considerable burden on the committee of the Board.

The report of the Secretary will embody all matters that have been referred to the committee for action, and a repetition on our part would only transgress on the time of the convention.

On motion of Mr. Tyng, the report was received and placed on file.

President Reynolds announced that on the morrow the convention would be addressed by U. S. Senator Beveridge, of Indiana. We hope that it will be the feature of this meeting. We expect him to talk on the "Higher Ethics in Business."

#### SECRETARY'S REPORT.

President Reynolds: We will now hear the report of our Secretary, Mr. Courcier.

This was submitted and read as follows:

I take pleasure in submitting my fourth annual report for your approval. It is always a question as to just how much should be embodied in a report of this kind. Long before one convention is held, files are started for the next succeeding; and if application means anything, the fact that your secretary has not taken a vacation for three years leads to the conclusion that all year around something pertaining to the affairs of the Association is in process, either of institution, advancement or completion. To enter into a detailed account of



J. W. McCORD, COLUMBUS, O.,  
Chairman Executive Committee.



C. C. MILES, PEORIA, ILL.,  
Who responded to the Addresses of Welcome.

might feel that this is your convention, that you own it, and are free to take part in its proceedings freely and without reserve; so if any one wants enlightenment let him ask for it."

After further announcements the meeting was adjourned.

#### SECOND SESSION—TUESDAY AFTERNOON.

The convention met pursuant to adjournment. President Reynolds in the chair announced the time and place of a meeting of the chief inspectors to try and formulate some plan by which as little time as possible will be consumed in dealing with the matter of inspection of the regular session.

#### MORE COMMITTEES.

I will appoint on the committee to consider the matter of natural shrinkage during this convention and report any recommendations they deem proper, the following: L. A. Morey, chairman, New York City; E. M. Wayne, Delavan, Ill.; G. L. Graham, St. Louis.

I will appoint on the committee to assist the Secretary in compiling decisions of the arbitration committee the following: H. S. Grimes, chairman, Portsmouth, O.; C. C. Miles, Peoria, Ill.; E. M. Wasmuth, Roanoke, Ind.; W. T. McCray, Kenton, Ind.; A. Gerstenberg, Chicago. There are two names there of gentlemen who were members of previous arbitration committees.

Our program this afternoon includes reports of committees which by some are considered dry and uninteresting, but the committee reports are the most interesting part of the convention to those who are here to help do the work, and are very important. I want to say to those of you who have



JOHN F. COURCIER, TOLEDO,  
Secretary G. D. N. A.

everything said and done would be at the very least to consume time that has been allotted to others, and yet if the detail work of the secretary could be laid before the convention, old friends of the Association would become better friends, and it would not then be left to a few to explain over and over again what the Association does for its members.

Within the year now closing I have attended five conventions, visited nineteen markets, and traveled something over nine thousand miles. I find that these visits are productive of good results. A great many members take no part in association work, mainly for the reason that their business affairs each day so completely engage their attention as to preclude the possibility of their taking anything more than a passing notice of current events in their own trade. This prevents their giving any thought whatever to co-related subjects which come

gest that it be referred to a committee to report on.

Mr. E. L. Rogers, Philadelphia: I believe it is not the custom of this Association to issue its annual report. While we have shown our appreciation by a rising vote of the address of the President, we seem to have omitted to make a motion that it be received and spread upon the minutes. I, sir, make that motion, and would add to it that a copy of the President's address be printed as soon as possible after the adjournment of this meeting and mailed to each member. I for myself would like to read it; the recommendations there are so excellent both for the younger members as well as some of us older ones. I would like to have it placed on the desk of every member so that he could refer to it. I hope my motion will be seconded.

There were several seconds immediately.

Vice-President Tyng: You have heard the motion, that the address by President Reynolds be spread upon the minutes and printed and a copy mailed to each member of the association. Does any one wish to remark on the subject?

Mr. H. S. Grimes: I entirely agree with Mr. Rogers as to the value of the President's address, but when I take into consideration that there is a very great expense attached to his motion upon the Association and inasmuch as the trade journals will publish the address in full and be glad of the opportunity, and as I believe most of our members are subscribers to and those that are not can purchase for a few cents a copy of the journals, and as it would save the Association perhaps \$200, I believe it would be well to eliminate that part of Mr. Rogers' referring to the secretary's printing and mailing the address to members.

President Reynolds: I certainly appreciate Mr. Rogers' suggestion, but I believe, as Mr. Grimes says, since the trade papers will have it in full, that you might as well save the expense, as we are always hard up in this Grain Dealers' National Association, and I favor saving every dollar of expense that we can. I appreciate the good intent of my good friend Mr. Rogers.

Mr. E. L. Rogers: I appreciate that it is only the extreme modesty of our President that endorsed what Mr. Grimes has said. I think that Mr. Grimes was very far from the sum of money that it will take to publish that report. I think that fifty dollars would amply do it; and I will be one of ten that will pay that amount for the printing of the address.

Vice-President Tyng: Is there anything further to be said on the motion as originally made by Mr. Rogers, that the address of the President be



up at different times during the year, and renders extraordinary activity necessary when quick action becomes imperative and general and united effort absolutely necessary.

It has been my experience during the four years of my incumbency that a day or two spent among a group of members of the National Association results not only in improving the feeling among old members, but also in enrolling others who, principally for the lack of knowledge as to the benefits to be derived from universal co-operation, had never given the matter serious consideration.

Arbitration.—For a report of the cases that have actually been arbitrated, I respectfully commend to your attention the report of the chairman of your committee on arbitration.

Altogether thirty-four cases have been before me in one form or another since the last convention. Six of these went to the committee; 18 are under way of preparation; 8 have been dismissed or withdrawn, and 2 were settled directly.

In view of the increased number of those who have invoked the arbitration rule for the adjustment of differences as compared with last year, it is a pleasure to report a decrease in the resistance offered by members to the enforcement of routine requirements, but much remains to be corrected. Members who cannot work out plans of adjustment for their differences and who are, in consequence, called upon to submit those differences to friendly arbitration, should try to remember that general rules cannot be altered at will and that to indulge in such a practice would be to rob members of those certainties of procedure which of themselves constitute one of the strongest features of association work.

In obedience to instructions received from the board of directors, held at the Southern Hotel, St. Louis, on the evening of October 14, 1908, the S. R. Washer Grain Co. of Atchison, Kansas, then under suspension for refusing to arbitrate a trade difference, was given thirty days in which to consent to arbitrate, under pain of expulsion. Upon their failure to conform to the requirements of the board of directors, their expulsion was made a matter of record and their name was stricken from the roll. I sincerely hope this is the last case of the kind that will ever have to be reported to a convention of the Grain Dealers' National Association.

Uniform Grades.—Owing to the fact that your interests in the promulgation of Uniform Grades have been fostered and promoted by a large representative and active committee, I gladly yield to the able chairman of that committee who will report to you in detail. It might be well, however, here to report the printing and distribution from our office of five thousand copies of the Uniform Grade Rules. All the state agricultural colleges were supplied, and copies were sent the members of all state grain dealers' associations, both affiliated and unaffiliated, through their respective secretaries. After the Grades had been endorsed by the Millers' National Federation at their last convention, we sent twelve hundred copies to Secretary Goetzmann, who in turn mailed them to his members.

Legislation.—The proposed legislation to provide for the Federal inspection of grain has been the only source of any considerable legislative concern to the grain trade. Other legislative matters have assumed some proportions at times, but since they never got far enough to require specified action on the part of the National Association, I do not deem it worth while to say anything about them in this report.

On the 15th of January last, Senator McCumber's Bill, S. 382, was reported out of the senate committee on agriculture and forestry without amendment and advanced to the calendar of the Senate. At the close of the next business day, notices of the status of the McCumber bill, together with a copy of the resolution adopted at the Washington Conference in March, 1908, and a list of the United States Senators with their Washington addresses, went to our direct members and to the secretaries of the affiliated state associations. A study of the Congressional Record will show that from within a day or two thereafter, petitions and memorials, embodying the resolutions of the National Association, were filed by influential Senators until the close of the session. Senator McCumber endeavored upon one particular occasion to force the consideration of his bill, but failed under the opposition of Senators, including Senators Aldrich, Foraker, Kean, Raynor and Bailey.

With the close of the LXth Congress, S. 382 lost its identity; but on March 22, only a few days after the opening of the special session, Senator McCumber introduced its successor, S. 121, which was referred to the committee on agriculture and forestry. This bill is identical with S. 382, with the following exceptions:

Proviso to Section 2: "That said secretary may appoint a chief or deputy inspector at such important points of intrastate grain trade as shall furnish sufficient inspection service to fully pay the expenses of maintaining an inspection at such point, when the said secretary is assured that the Grain Trade Interests at such points are desirous of securing Federal inspection; but in no case shall such inspector inspect or grade such intrastate grain except upon the request of the owner thereof or his agent."

Proviso to Section 9: "That such inspector, upon request of the owner or agent of any grain at the point or place where an inspector may be located, whether or not the grain has entered into interstate commerce, shall inspect the same and deliver his certificate therefor in the same manner as other inspections are made, and for the same charge; and whenever the owner of grain at such place and request and furnish facilities therefor, said inspector shall also weigh such grain and de-

liver to the owner or his agent, his certificate showing the gross and net weight of such grain, under rules and regulations as may be prescribed by the Secretary of Agriculture."

Because of the positive ruling that no general legislation, except that of the tariff, would be considered during the special session, no action has been taken by the National Association against the new bill.

Demurrage.—At the last national convention of the State Railroad and Warehouse Commissioners' Association a subcommittee was appointed to draft and recommend a "Uniform Code of Demurrage Rules." The subcommittee, of which Hon. Franklin K. Lane, Interstate Commerce Commissioner, was chairman, held a public hearing in the rooms of the Interstate Commerce Commission on the 4th and 5th of June last, at Washington, and your secretary was signally honored by being chosen chairman of the Shippers' Conference held at the Willard Hotel on the evening of the first day.

We made this hearing the subject of a special report to you; and I, therefore, deem it unnecessary to repeat it here, especially since the whole matter of the proposed rules is to be treated in an address by Hon. John H. Marble, attorney to the Interstate Commerce Commission, on the afternoon of the second day of this convention.

Trade Rules.—The Trade Rules of the National Association have not been modified since the last convention and are rapidly growing in general favor. Pursuant to a resolution adopted by the last convention, upon the recommendation of the committee on Trade Rules, we have distributed over four thousand copies during the past year, a great many members having ordered them in quantities varying from five copies to one thousand for distribution among their customers.

We have received a greater number of requests for constructions than during any previous year, and almost, if not quite, one-half of them have been from non-members. This is splendid evidence of the widespread influence of the Association beyond the confines of its membership. By the consistent and persistent prosecution of this campaign of education in the ethics of trade, the National Association is laying the foundation for ultimate uniformity without the attending evils of strife and agitation such as have beset the way of some other reformers with which it has at different times had to do.

Bill of Lading.—We have not been called upon during the year to do any work in connection with the subject of a Uniform Bill of Lading, the waiting policy laid down by the last convention having been observed. A special committee was appointed by the president to watch the progress of the bill of lading suggested by the Interstate Commerce Commission, and their observations and recommendations will be reported by the chairman, during the convention.

Crop Reports.—The subject of better crop reports is becoming more and more important with each succeeding year; and while the work of the Association in that connection is entirely in the hands of your crop report committee, whose chairman will report to you in detail, I should like to recommend that the number of members of the committee be increased from five to eleven, so that every section of the country may be represented.

Membership.—As will be shown by the report of the chairman of your committee on membership, a marked improvement has been worked in the roster of the Association during the year. The number of direct members enrolled at the increased dues rate is almost double that of any previous year. Personal solicitation seems to be the only plan that will show an increase in membership at all in proportion with what you have reason to expect. Personal letters do not get satisfactory results. They just about manage to pay for themselves. For a letter to be of sufficient length to set forth all those things which should be mentioned would be for them to go unread for the lack of time, and for them to be concise enough to be read would be to create an impression that a big subject had been lightly treated.

When I speak of personal solicitation, I would not have it understood that the results attained are attributable alone to the humble efforts of the secretary. Quite the contrary is true. Of the many applications that have been handed me in person during the past four years, only a small number have been secured without the assistance of some member. The effect of the simple recommendation of an old member so far outweighs any presentation a salaried officer of the Association could make, that I seldom take the chance of spoiling a good prospect by going alone and talking membership as one might talk a sale of cash grain.

A healthy sign is seen in the increasing disposition on the part of members to trade with members, and we never miss an opportunity to encourage that tendency. We believe that every grain dealer who is a member of the National Association, either direct or affiliated, is better because of it. If that rule will hold good, members of any given caliber are more desirable as connections than they would be if they were free lances; therefore, the conclusion is that every member is contributing to his own peace of mind and reducing his hazards when he sees to it that those with whom he deals are on the roll of honor with him.

Since the last convention, we have enrolled 103 direct members, nearly twice as many of the same class as we ever had the pleasure of reporting. The Colorado Grain Dealers' Association has been added to the affiliated list, and all the affiliated state associations have increases in their respective direct memberships, thus increasing the number of affiliated members of the National Association.

I take pleasure in submitting the following item-

ized statement of membership as it stands today. Affiliated:

Illinois Grain Dealers' Association.....	400
Indiana Grain Dealers' Association.....	290
Ohio Grain Dealers' Association.....	275
Colorado Grain Dealers' Association.....	45
Central Kentucky Grain Dealers' Association..	21

Total affiliated.....	1,031
Direct membership.....	393

Total membership.....1,424

#### FINANCIAL STATEMENT.

##### Receipts.

Balance from last year.....	\$1,841.90
Direct membership dues.....	6,072.50
Affiliated membership dues.....	927.50
Arbitration deposits.....	124.00
Total .....	\$8,965.90

##### Disbursements.

Postage .....	\$ 339.14
Salary account.....	4,287.00
Arbitration committee expenses.....	5.00
Rent and office expenses.....	311.30
Printing and office supplies.....	779.21
Secretary's traveling expense.....	913.64
Expressage and telegrams.....	109.96
Refund arbitration deposit.....	40.00
Sundries itemized:	
Expense twelfth annual convention.....	\$ 284.55
Secretary's bond.....	10.00
Exchange .....	8.10
Refund on rejected membership application .....	15.00
Refund second remittance of dues.....	30.00
President's expense.....	75.00
	422.65

On hand and in bank.....1,758.00

Total .....

Custom has long since placed its stamp of approval upon the practice of giving thanks, and I therefore think it fitting that I here express my high appreciation of the uniformly kind treatment and of the many personal courtesies shown me during the year of service now nearly ended. Always exacting, the duties of my office have been tempered and made easy of performance by the council, advice, approval and general co-operation of officers, committeemen and members, without exception. I hope I may not be overstepping the bounds of the privilege of subordinates by paying tribute to President Reynolds, the man who has so ably directed the affairs of the Grain Dealers' National Association during the past two years. Thoroughly familiar with even the minutest details of association work, he has always been a wise counsellor and a safe advisor; keen of perception and ever alive to the interests of the grain trade, he has never failed to cut straight to the core of new and untried measures. As evidence of his great loyalty to the National Association and to its time honored principles, of his pride in its present and of his hopes for its future, none better could be asked than his recent utterance, in which he said: "The time is drawing near when I am to be unhitched from continuous service, but I want it understood that I shall still be in harness, and that when the National Association wants me, I will be ready."

President Reynolds: Gentlemen, you have heard the report of the Secretary; what is your pleasure with this report?

On motion the report was received and ordered spread upon the minutes.

President Reynolds: It will be in order for the report to be referred to the auditing committee, and I will ask that committee to take charge of it, and report later.

The next report is from the membership committee, Mr. Fred D. Austin, chairman, of Chicago, but we will defer that until later, as Mr. Austin, the chair understands, is not present, and if he does not come we will hear from some other member of the committee. Next is the report of the arbitration committee, which will be read by its chairman, Mr. H. S. Grimes, of Portsmouth, Ohio.

#### REPORT OF ARBITRATION COMMITTEE.

Mr. H. S. Grimes: I notice that the Secretary has gone out. I would like to get his consent to embody in this report that part of his report relative to the subject of arbitration. It was such an excellent one, that while brief, I think adding it to our report would improve ours. I do not say but that what we have said is all right, but at the same time if that were added it would help it. It is entirely different from our report, and while I am sticking to our report I would like to say that I never heard in all my life a better report at any convention than that made by our Secretary, Mr. Courier just now. (Applause.) It was a report that deserves a great deal more than passing notice. I assure you that I listened to it with a great deal of pleasure, and I know that every member here did. It was an excellent report, and that is one reason why I would like to have that part of it embodied in our report that referred to arbitration.

(Mr. Courier came in in time to hear the latter part of Mr. Grimes's remarks.)

Sec'y Courier: It has been customary whenever



you expressed a wish, that it was granted, Mr. Grimes.

Mr. H. S. Grimes: Thanks! Now, gentlemen, I will give you the brief report of the arbitration committee for the past year, viz.:

Your arbitration committee for the past year has had some very difficult questions to arrive at. Singularly enough to state it, the cases that have been decided upon, after receiving the individual opinion of each member of the committee without one being conversant with the other, it was found that they were in each instance identical; which is an illustration that the proper way for all members to settle their disputes is by arbitration, as it shows conclusively that a set of fair-minded men, conversant with the business that is before them, can arrive at conclusions to the much better interest of the claimants than could possibly be done by submitting the question to a court of justice, and engender a feel-

isied that the statements made by the arbitration committee, if they go into details as fully as we have done in the past two years, will be satisfactory to both sides. (Applause.)

President Reynolds: Gentlemen, you have heard the report of the arbitration committee; what is your pleasure?

Vice-President Tyng: I move that the report be received, placed on file, and a vote of thanks tendered the committee by this convention.

Mr. H. S. Grimes: I would like to add, "and the committee discharged," as they have done their work.

The motion by Mr. Tyng was put, and carried, the chair remarking that it did not include the proviso added by Mr. Grimes and that the committee was not discharged.

Mr. H. S. Grimes: One of the committee says we had better draw our salaries. That is one point that I wanted to draw attention to. The Secretary made the statement that the magnificent sum of five dollars had been expended in the last two years by the arbitration committee.

Vice-President Tyng: I would like to ask for a "bill of particulars" as to that from the arbitration committee.

Mr. H. S. Grimes: The next item is general discussion. I dare say that some member of this association has some idea as to whether he favors arbitration or not. Let us have an expression as to whether the rules of our arbitration method are lame or not. If you have been arbitrated against, let us hear whether you feel that you got fair play

never seemed to be a thought in their minds as to who they would like to have win the case. I only mention this to assure any one that has trouble in the grain line that the arbitration committee—I do not care who the committee are that shall be appointed by the President of this Association—will give them a square deal; and I believe that the President we may have will be competent to select a committee who will be capable of arriving at an intelligent and just decision in any case that may be brought before them.

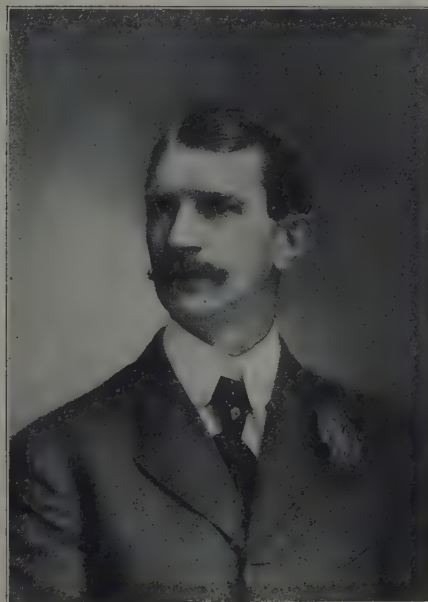
In the matter of preparing cases for the arbitration committee, we have had a simply superb ally in the Secretary, because he knows just how the case ought to be prepared so that the committee may handle it with as little trouble as possible; but there is one thing that I have observed especially, and that is that most litigants are not careful enough when trouble comes up to preserve the right kind of evidence, such as they ought to have to give their case standing; and so sometimes it seems as if the case might possibly go under when if there was a little more evidence, if care had been taken, it might have been furnished to turn the scale the other way. There is no use in going before the committee with a lot of evidence that really amounts to nothing towards handling the case, and which evidence is of such a character that the committee is not helped to a decision by it. Your evidence must prove something. I mention this because all of us are liable to have disputes, and the thing to do is to have our evidence in proper form and of the right kind.

I have in a way enjoyed being a member of this committee that the President saw fit to appoint me to. I only hope, if any one has had occasion to have a case decided against him, that he will not hold any personal feeling against the committee, because I want to assure such a one that the committee has done exactly what they thought was right.

President Reynolds: It has been said that in all the world there are not two faces just alike. I have never seen two that were exactly alike; but the difference is no greater than that in personality and character. I have met a few men in my lifetime whom I believed to be absolutely honest, and yet who were totally devoid of the ability to see the other man's side of a proposition. That is just a queer quirk of human nature; and in dealing with the subject of arbitration there is nothing that so thoroughly manifests itself as the differ-



H. S. GRIMES, PORTSMOUTH, O.,  
Chairman Arbitration Committee.



L. A. MOREY, NEW YORK CITY,  
Chairman Committee on Natural Shrinkage.



E. A. GRUBBS, GREENVILLE, O.,  
Chairman Trade Rules Committee.

ing that should never be considered among business men. Your committee had before them the past season seven cases, five of which have been adjusted; the remaining two are being thoroughly investigated, as they are very much complicated, and from time to time they have been requiring additional evidence. We hope, however, before this meeting adjourns to have the business of the arbitration committee entirely cleaned up, so that our successors will be free from old claims.

The duties of the arbitration committee are, if properly attended to, not the most pleasant of the numerous committees appointed by your president, but I am very glad to say that this year we have not been assailed, as we were last, by parties dissatisfied with our decisions, and in each case our decision has been given, it has never been questioned, showing very clearly that the parties to the different cases had made up their minds to be satisfied with the decision when they submitted their cases to the arbitration committee.

On this point I would like to call the members' attention to the fact that where they may have a difference and desire to appeal it to the arbitration committee, they should carefully consider and make up their minds to abide, and abide as cheerfully as they possibly can, by the decision of the committee, as you all well know that it is a work of "glory," with the "glory" left out, on the part of the committee.

Your committee did not deem it advisable to go into full details as to the decisions that have been made, but will state for your information the names of the parties to show that among the best members of our Association arbitration is preferable rather than submit cases to a court of justice. Among the decisions that your committee have made the past year are the following:

Horner Elevator and Mill Co., Lawrenceville, Ill., vs. The Gale Bros. Co., Cincinnati, O.

Tri-State Milling Co., Nashville, Tenn., vs. Richmond Elevator Co., Lenox, Mich.

T. H. Bunch Co., Little Rock, Ark., vs. N. A. Faulkner & Co., Louisville, Ky.

B. T. Railsback's Sons, Hopedale, Ill., vs. A. C. Shuff & Co., Louisville, Ky.

Besides these are the unfinished ones mentioned before.

Mr. H. S. Grimes: I also desire to state to the members that I am somewhat surprised at the small number of cases that have been brought before the arbitration committee this past year, and the more so because the Secretary was able to settle, as he has stated, thirty-four cases without bringing but seven before the arbitration committee, which shows conclusively that our members are taking advantage more than ever of arbitration, and it is a good thing. I hope every member that has any grievance of this kind will bring it before the arbitration committee next year, and I am sat-

or not. I would like to have a general and thorough discussion of arbitration. I will venture to say that if the same amount of business that has been settled by the Secretary and this arbitration committee had been taken into the courts and there settled, it would have cost vastly more money than the entire operations of this Grain Dealers' National Association cost last year. It cost about eight thousand dollars to run the Association last year; and I have not the least doubt that that amount of money would have been expended in litigation on these cases only. I would like to have a free discussion on this arbitration matter. Let us hear from Mr. Miles to lead out on it.

Mr. C. C. Miles, Peoria, Ill.: Inasmuch as the chairman of the arbitration committee has made a report, and I knew that it being his business he would do so, I have not given the subject any special thought. As a matter of fact, the few cases that the committee have had during the past year have given us quite a good deal of work to do. There is a great deal more labor, I dare say, in arriving at a fair and right settlement of a question in dispute between man and man, than most men would perhaps imagine. I am a firm believer in the arbitration principle. I do not remember just now that you have had many of my own cases to arbitrate; but fortunately or unfortunately I have had the privilege, sometimes pleasure, of settling cases between others. I have noticed this thing that seems to be uppermost in the minds of at least of my colleagues on the committee, and that is, to settle a case right regardless of who likes it or who does not like it. It has happened, I think, in some of the most important cases that the litigants were business or personal friends in some cases of the members, or at least of some of the members of the committee; and I have been very glad to notice that, at least with the two other members, there

ence in opinion about the same proposition; that is what makes arbitration very difficult.

Now, one thing has been manifested in a few cases. Arbitrations have lost us memberships, the parties losing claiming that they did not receive justice. I believe you will agree that when it is carried that far that it is the surest possible evidence that the man on the other side is by nature so constituted that he cannot see the other side of a proposition. (Applause.) There has come into this hall since this matter has been under discussion at this time a gentleman who was profoundly convinced in his own mind that the arbitration was against him as any one man could be of any fact; and contrary to the general rule, he was broad enough and large enough of mind and spirit to pay that \$250 and say, "That is all right, I am still with the Association, and arbitration is all right." Of all the things that have happened since I have been Presi-



dent of this Association no one instance has given me so much encouragement and so much of a conviction of the worth of this Association as when that man handed over that check and said, "I believe that the arbitration committee was wrong, but it is all right." I would like to hear from that man if he wants to show himself; if not we will hear from others.

Mr. J. W. McCord: Your remarks to the effect that one man thinks himself right and the other wrong have been made to me numerous times in my experience as secretary of the Ohio Grain Dealers' Association, where members came up and complained against a fellow member. In two or three cases I have gone to the other party and asked him to consent to arbitrate, and he would say, "What is the use? There is nothing to arbitrate. Any one can see there is nothing to arbitrate, I won't do anything." Now, it seems to me that we must start out a campaign of education that will take care of just such people as that and let them know that the mere fact that the other member makes a complaint against them means what it says, that there is something to arbitrate; and that if there is really nothing to arbitrate the committee will say so, and he will go scott free. I think that is one of the worst features, when a man says, "I am right and there is nothing to arbitrate."

Prest. Reynolds: Let us hear from others on this matter of arbitration. The very fact that this method of arbitrating exists in the Association prevents many of these things from either having to be arbitrated or to go to the courts. I have myself had letters as President of the Association, in which the man would say: "We had such and such a case, and these are the facts; what do you think about it? had we better arbitrate?" In a score of such cases, after reviewing the facts, I have written and said, "Now, if I were you, Mr. So and So, and such a case presented itself to me, I would compromise and settle the matter;" and I have never heard further from it. It is said that a great navy makes for peace in the country, and in the same way the arbitration rule keeps many cases from getting either into court or into arbitration.

Sec'y Courcier: As an example of some things that are done which cannot be made public, I will tell you a little instance in this arbitration business. We had a letter from rather a large house down in Pennsylvania, which started out by saying that unless the whole matter was to be between us he would prefer that we would ignore the letter and have nothing whatever to do with it or to say about it; but if we cared to advise him, and we understood that it was not to be used in any way, to go ahead. He had a car of corn standing on the track, and in his opinion he had been abused in the matter of time of shipment. After having his own evidence, I wired him that he had better pay the draft. He paid the draft, and took the corn, and never a word was said about it. It happened that we were performing a service, which I learned afterwards, when he told me who the people were, was for a member of ours, although we knew nothing about it, and the trade of course cannot know anything about it. We were enjoined to silence because we took the case up.

Mr. E. L. Rogers: While it has never been my privilege to avail myself of the arbitration committee of the Grain Dealers' National Association, I believe, sir, that few of us realize the importance of that provision of our Association. I believe the fact that we have these arbitration rules is worth the full annual dues, and I believe that the officers of this Association could make a little more out of that feature by advertising it and impressing upon the members the importance of being able to avail themselves of the arbitration procedure. We are bound to have differences, and many of them honest differences. I believe that in most cases that are submitted to arbitration both sides believe they are right; therefore, it seems to me it is only fair that they should leave it to three or five disinterested people, or whatever the number is on the committee. It is a little hard on lawyers, I admit, but as the President has already told us, of the cases that have been submitted to this committee during the past year, including those that our worthy Secretary has been so fortunate as to settle, we do not know how much money it would represent in the saving of lawyers' fees, etc. Besides that, a law suit leaves a feeling of indifference, the man who is defeated is very likely to feel very sore; after he has voluntarily submitted his case to this committee and agreed to abide by the decision of the committee, I think he should make up his mind to cheerfully abide by their decision, and bury the hatchet.

Mr. H. S. Grimes: The president of the Board of Trade of Indianapolis stated from the stage that he was a lawyer. Yet those who had the pleasure of hearing him remember how he eulogized the one point in our Association work—that of arbitration, which shows that he did not feel, because he was a lawyer, that our procedure of arbitration was hard on the lawyers. On the contrary, as Mr. Rogers has just stated, I believe there are many

cases that good lawyers would prefer not to take rather than to take.

To illustrate, take the immense mass of evidence that is brought up in cases, and which I presume only those that are familiar with arbitration are aware of,—in some instances we have something like one hundred letters, telegrams, bills, together with plaintiff's and defendant's statements, to go over. In coming from Washington a year and a half ago I took some papers with me to look over as I had opportunity while I was on the train. Mr. Brandeis of Louisville, whom you all perhaps well know, was in the smoker and saw me going over the evidence. It usually takes me an hour and a half or two hours to do that because I have to stop and study and sometimes go over it more than once; in fact, often five or six times. I am telling you this story to illustrate how few people are familiar with the arbitration committee. Mr. Brandeis was very much surprised and said, "What are you going over there, some of your grandfathers' wills?" I said, "This is the duty of the chairman of the arbitration committee, as well as of the different members." He said, "How many cases have you got there?" I replied, "This is one case." He said, "Do you have to go over that much evidence in one case?" I said, "Yes, sir; that is just a sample of it; and now won't you read it?" He said, "Oh, shaw, I wouldn't go over that for a farm." I said, "You would be repaid for it after you had gone over it; besides you have not anything else to do except to sit here and smoke cigars, and I want your opinion as to whether it has been decided fairly." He was not connected with the parties in any way, and I knew it would not make any difference, as I had already made up my mind after reading it over five or six times. And so he consented to read it over, and he did so from beginning to end. He thanked me afterwards that he had had the opportunity, and said that he had not any idea as to the amount of labor involved. He gave me his decision before he left; and I am very glad to say that he was as smart as I was! (Laughter.) I merely tell you this to illustrate the work of the arbitration committee, not to discourage any of you from going on the committee because it is a nice thing. I tell you you ought to all apply for the job—it pays well, too!

Mr. J. E. Collins, Cincinnati: The arbitration feature is the one that should be used more forcibly to bring before non-members the full merits of the Grain Dealers' National Association. We have in Cincinnati what is called Receivers and Shippers' Association. I will venture to state that the advice the members of that association get from their commissioner on legal points of business being transacted with railroad companies wherein certain rules are laid down governing them in connection with the receivers and shippers, will repay in any one instance all that a member pays for ten years' dues to the association. (Applause.) This arbitration feature I believe should be more emphasized. I have been very much interested in letters which comes from our able Secretary. It is instructive and interesting, and sometimes amusing; and I believe it should be the policy of this Association to emphasize that feature far more than has been done. It is a good insurance for members of the Grain Dealers' National Association.

President Reynolds: As I said in my address this morning, there has been quite a widespread misunderstanding with regard to arbitration among members of various exchanges. Recently when in New York I solicited a very worthy gentleman there to take out membership in the National Association, and he said, "No, I do not want to be obliged to arbitrate a case and be compelled to apply the rules of the National Association." I knew at once then that there was some misunderstanding in his mind as to the method of arbitration that we employed. After questioning very minutely into the matter, I learned that he was under the impression that when he went into an arbitration the rules of the Grain Dealers' National Association always applied. I mean by that the Trade Rules. So I disabused his mind of that fact; and I want here publicly to state to you, that that ought to be set right in your minds. If a trade made for a purchase or sale of grain on Chicago terms, New York terms, or any other terms, and there arises a misunderstanding between the purchaser and the seller, and that case goes to arbitration, then the rules of the exchange which is named in the contract are the rules that apply in the arbitration, and the rules of the Grain Dealers' Association have nothing to do with it, nor does the committee for a moment take into consideration the Trade Rules of the National Association when such other rules apply. I think that a great deal of misunderstanding and also a great deal of dissatisfaction has come from that very source.

Now, then, has any one else anything to say on this subject of arbitration? We will adjourn within a few minutes now.

After calling attention to the features of the morrow's program, President Reynolds declared the convention adjourned for the day.

### THIRD SESSION—THURSDAY MORNING.

The convention met pursuant to adjournment, President Reynolds in the chair.

#### REPORT ON TRADE RULES.

Mr. E. A. Grubbs, Greenville, Ohio, submitted and read the report of the trade rules committee, as follows:

Mr. President and Gentlemen: As chairman of the committee on Trade Rules, I wish to report that nothing has been brought before this committee during the year that would change the Rules or add anything to them. So far as we can see, the present set of Rules is very complete, and until new conditions arise, or a member of this Association brings up some matter that is not now covered, we see no change to be made.

The several former committees on Trade Rules handled this subject so well that they have made an easy "job" for the present committee, and a long paper would consume valuable time that can probably be spent to better advantage on some other subject.

We cannot urge too strongly the importance of having contracts state fully what is intended in the buying and selling of grain, and we wish to call this matter to your attention. Have the written part of your confirmations worded exactly like the bid or message on which the transaction is based; otherwise, should a discrepancy exist and either party be so disposed, he could make serious trouble that would result in a knotty question for the arbitration committee and a difficult one for a farmer jury to understand.

While the Official Form Confirmation Blank of the Grain Dealers' National Association covers practically all the ground possible in a printed form, still little things are likely to be brought up that are not included in this, or in your own private confirmation blank; and exceptions can be taken when the market is against the buyer or seller who is hunting some excuse for breaking a contract that he would consider binding were conditions reversed.

A little more care with our confirmations may save a lot of annoyance, as well as money for some of our members.

President Reynolds: Gentlemen, Mr. Grubbs has touched upon a few of the important subjects, and there are a great many others. His suggestion that you be explicit in contracts should be observed. Mr. Grubbs, is there anything further you wish to say on this subject?

Mr. Grubbs: No, sir; only I know that some trouble has been caused through the fact that some of us have not been explicit enough in stating just what was meant in either our phone purchases or telegraphic sales. I think that extra care should be taken to be sure that the wording that you insert outside of the printed form be very carefully phrased, so that there will be no chance for misunderstanding.

#### EXPLICIT WORDING OF CONTRACTS.

President Reynolds: There seems to be a tendency in the grain trade to keep every telegram within the ten word limit. That to my notion is a case of penny-wise and pound-foolish. We may be carrying on trades involving large amounts, in comparison with the importance of which the telegrams that are sometimes brought up before the arbitration committee would surprise you. One question in particular has been called to my attention. You send a telegram offering ten cars of corn for immediate acceptance New York. Are you to have the answer returned to you immediately; and if "immediately," how long a space of time does that mean? The telephone advertisement says that "the mails are quick, the telegraph is quicker, and the telephone is instantaneous"—you get your answer at once. I tell you this subject of properly wording your messages should not be passed over lightly. We should understand each other. This is the time to learn what "immediate" is when you write it on a telegram. We have defined "prompt" and other terms of that kind. Now, if you are going to use the term "immediate," let us find out what it means and how you can construe it in a telegram. I would like to hear a very free discussion of this subject. It certainly cannot be that all the members here have gotten along without some trouble along this line. I cannot conceive it to be the case. If you have had trouble let us find out what it is.

Mr. Grubbs: Mr. President, in reference to using the word "immediate" in an acceptance, I do not believe it is the proper thing to do. In the first place, if there is any delay in the handling of that message, it might be thirty minutes or an hour before the message is delivered, and the time for acceptance that you offer, or are going to offer, grain in New York should be stated as "Acceptance by ten o'clock Greenville." That throws the responsibility on the seller that he must have you word back by ten o'clock; if not, it gives you the privilege then of working with some one else. If you have not specified a certain time, you are uncertain whether he is going to take the grain or not, and it prevents you probably from offering it to some one else as you would like to do.

Mr. A. G. Tyng: The term "Immediate acceptance" seems to vary greatly according to conditions. In sending a telegram to New York, Chicago,



Peoria or any market of that kind, "Immediate acceptance" you mean within two minutes to five minutes; but in sending to an interior town it may take ten minutes for the telegram to get to the man's place of business, and then he might be out of his office; and we figure, unless there is some special reason otherwise, that any message filed within from fifteen to twenty minutes after the receipt of the message at destination is immediate acceptance. The party sending the telegram is often left in a state of doubt for hours. We have had messages sent for "Immediate acceptance" that have been delayed for several hours. The party to whom we sent the telegram was not to blame; we were not to blame. The telegraph company says, "Natural delay." I think it is very difficult to make a specific rule to cover the conditions.

Mr. H. I. Baldwin, Decatur, Ill.: In our Trade Rules we have the term "Immediate," three days;



GEORGE D. MONTELIUS,  
Piper City, Ill.

"Quick," five days; "Prompt," ten days. Why should not we have some similar express definitions of such terms in our telegrams—have it understood that a certain term would be within five minutes?

Mr. E. L. Rogers: It seems to me the trouble lies entirely in understanding whether the man that is offering the stuff should receive the acceptance within a certain time, or whether the purchaser shall send his acceptance within a certain time. I believe, sir, that this trouble could all be avoided if we would have some word in our Code Book that an acceptance as a rule shall be within a certain time. Then, if you as the offerer of the goods do not receive that acceptance by a certain hour, that offer would be off for the present. We send out bids open for acceptance if received by us by a certain time. Later acceptances are confirmed only providing the party making the bid sees fit to accept. I think that would cover the whole trouble.

Mr. Grubbs: That matter is covered. That is the reason it was not amplified in the paper. Notice Rule 14: "Acceptances: Telegraph and telephone acceptances of letter and card bids for 'track grain' must reach the office of the bidder within the time limit specified therein. Wire bids and quotations shall specify time limit for acceptance." The matter that you were referring to just now would mean messages that might be sent during the day, not over-night bids, but offers during the day; and offers sent out during the day should, I think, specify the time within which the sender should receive his answer. If not, if you say "Immediate acceptance," and send it to some one in the country, he may wait until he gets half a dozen markets and yet say he did not get his messages immediately. If he is at some little country railroad station, it will be too easy for him to change the time, or state what time the message was filed with the operator; and there being more or less delay, I think that the matter should be time specified, and then if the seller wants quick delivery he should impress it upon the mind of his operator that that message must get through quickly.

Mr. C. C. Miles, Peoria: Manifestly the telegraph company is the agent of the person sending a message, and any delay on the part of the agent, of course, is in finality the delay of the principal. The word "Immediate" is an elastic expression. It is about as elastic as the word "Reasonable" that this Association has had occasion to dis-

cuss. Therefore, it becomes necessary that we should use some definite terms; and the term "Immediate acceptance," being somewhat indefinite, will always lead to more or less trouble, to overcome which as far as possible the hour at which the reply should be received should be named. I fail to see how misunderstandings or tendencies to disputes can be eliminated in any other way than to name the hour by which the reply should be received.

President Reynolds: I know in my own experience that the abuses arising from this trouble are just as likely to be visited on the markets, on the buyer, as on the seller. At first it might seem that the country shipper is so located that he would not have quick service such as I have in my market, and that, therefore, he might be the most abused party; but I know that is not always so. Here is what happens often. Some market, such as Chicago or New York, sends a telegram to a country shipper, bidding so and so. It takes twenty or thirty minutes even on quick service to get that telegram into the hands of the country dealer. In the meantime the market has gone up, or down, as the case may be, two or three points. He at once goes to the telephone, may be he is asked if he has a bid, and he says to Jones or Brown with whom he is in contact at the telephone in some other Western market, "I am bid so and so; it is good for half an hour. I can force him to take it in half an hour, but if you will take it at  $\frac{1}{4}$  more I will let you have it." Now, there is the bartering proposition put up at the expense of the sender of the telegram. The thing is just as liable to work the other way also. A country dealer sends a message to you and says, "I will sell ten cars at a certain price. Quick reply." Mr. So and So down in New York cannot see his trade at once; they are not in; but as soon as he can get them, he wires back in half an hour; but in the meantime the market has gone up two or three points and the country shipper is still a loser. I am like Mr. Merrill—what difference does it make if it costs seven or eight cents more on a telegram if thereby you can be exact and definite? Say to the party for whom you are offering to purchase or sell, "Acceptance here by 9:30," or "Acceptance here at 2:30," and you have got the extent of it. It comes right back to the question on which I spoke yesterday, about being explicit in a contract and taking nothing for granted. The cunning dealer is going to take advantage and construe everything on his side.

I wish you would discuss this. I think it is a very important subject. While you are here together you ought to come to some understanding about it. If we are to go according to the Trade Rules we ought to have this matter definitely fixed. We used to say, "Prompt shipment." That meant any time that Mr. Shipper wanted to make it; and Mr. Shipper had the right to reject it at any time his caprice dictated to him. We have now got that term pretty well defined. I hope before the adjournment of this convention we will have a committee created on telephone and telegraph communications. If we institute such a committee, it will put it up to them to learn something about what the telegraph or telephone company's liability is. Let us have some further definite action on this. Gentlemen, the question is up to you. If there is nothing further on it we will pass it. I would suggest that the next Trade Rules committee try to have this more definitely defined. It leaves us uncertain for another year.

Mr. H. S. Grimes: What is the reason that it cannot be adopted at this meeting?

President Reynolds: I say, it is in the hands of the convention. The chair does not want to be too loquacious on these subjects. The chair will be glad to entertain a motion.

Mr. Grimes: It seems to be the unanimous opinion that something definite should be decided. I was not here when the matter first came up; but it seems to me that it is not proper and right for an important matter of this kind to remain over a year when it can be settled now. If it is necessary to settle it, let us get the advantage of that year—if there is any advantage in having the matter properly adjusted; if there is not, let it go.

Mr. W. N. Eckhardt, Chicago: This question seems to me to be very largely one of education. It strikes me that it makes no difference what you may incorporate in your rules, the most you can do is to issue with your Trade Rules a sort of code of instructions advising the various members of this Association to be explicit in their telegrams, and that the man in the country, when he offers anything to a market, shall specify the limit of time when the acceptance shall be in his hands—that it shall be at a certain time during the day. On the other hand, if the business is made from the market to the man in the country, the acceptance should be from the man in the market to the man in the country. We cannot expect to lay down every detail in a convention of this kind, and every day and every year there are a number of new dealers to be educated. You cannot do anything more than to give them a certain code of instructions and to advise them that if they

will follow those instructions, they will reduce the number of misunderstandings very materially.

Sec'y Courcier: I did not hear what Mr. Grubbs had to say; but so far as making a rule to cover the point, it does not seem to me to be very difficult. The matter of the time of acceptance can be handled just as well as the time of shipment has been handled, viz.: that "Immediate," means three days; "Quick," five days, and "Prompt," ten days. So we can very well agree that "Immediate acceptance" would mean fifteen minutes; "Quick acceptance," forty-five minutes, and "Prompt acceptance," one hour and a half. There would not seem to be any difficulty about that.

Mr. Grimes: My only object in making this statement was that the members of this organization are supposed in a deal to trade according to the Trade Rules of the Association. Now, then, when it comes up to me, speaking with regard to a case in arbitration, I having been connected with the arbitration committee for the past two years, if something of this kind was embodied in the rules, and the parties to an arbitration were members of this organization, it would be a very easy matter for the arbitration committee to decide as to who was right and who was wrong. That is why I make the point that I do, that it would be well to embody some specified time of acceptance in the Trade Rules of this Association, so as to facilitate the labors of the arbitration committee in the adjustment of difficulties, especially between those who are members of the organization.

Mr. Tyng: The same objection would come to that that I spoke of before. Immediate acceptance in the country or at an interior point of say fifteen minutes would be an extremely slow acceptance in Chicago or in a like public market. It would be very difficult for us to make a definition of "Immediate acceptance" that would cover all points. An interior point party would not be in a position to take advantage of it because he probably would not get his message for ten minutes. I think that the best that can be done is to move that it is the sense of this meeting that members offering grain specify in their telegrams the time that the acceptance should be received.

Mr. Edward Beatty, New York: I am in accord with what Mr. King says on that subject—that it is simply impossible for a man in New York to work with the country man in defining what is "Immediate acceptance." If you send a telegram



W. N. ECKHARDT, CHICAGO,  
Chairman Committee on Uniform Grades Promulgation.

to a man who resides in the country, you do not know what time that telegram will reach him. In Chicago you could reach him sometimes in three minutes, and as a general rule "Immediate acceptance" in Chicago means five to seven minutes. I think that Mr. Tyng is exactly right in what he says, that we are wrong in trying to limit the time. The best way for the country shipper to do is to stipulate the time within which his answers should be received.

Mr. Grubbs: That is covered now. The only thing that I see to change would be to make it "buyer or seller." It says "bidder" in that. If you insert the words "buyer or seller," the message to be received by a certain time, that would cover all the ground. If you were to make it fifteen minutes or twenty minutes, it would give any one, especially in a turn of the market, where they have continuous markets, a chance either to accept or reject as against the seller or buyer. I



think the specified time to receive answer should be embodied in the message.

Mr. Grimes: I move that this question be referred to the resolutions committee with instructions to bring a resolution covering it for the consideration of this organization. I think that will bring it up in shape that it will be entirely satisfactory.

Mr. Grimes' above motion was accepted as a substitute for the previous motion, and was duly carried.

#### CONCERNING THE COUNTRY SHIPPER.

President Reynolds introduced as the next speaker Mr. George D. Montelius, president Illinois Grain Dealers' Association, Piper City, Ill., whose address follows:

Fellow grain men, one of the worst difficulties that confronts us in the country shipping business is not the farmers' elevator, but the disturber—the man with a bad taste in his mouth for his competitor; or, in other words, the liver complaint. Imagining his competitor is taking advantage of him, he believes all he hears of him is true. He starts in to teach him a lesson by bidding more for grain than he can sell it for. Loses money at every turn, and soon his bank account and credit are gone. He gets crazy-mad. His imagination grows. He knows the inspector gets paid for not letting his grain grade contract. The weigher gets half the dockage on every car, the commission man an extra commission for not selling at the highest market price. Do you wonder why he is not fighting mad?

Shall we let the poor fellow die in this agony? No. Send for our faithful doctor, the secretary of our association. He will prescribe a remedy that will cure in a very short time. And we shall soon see the motto "Square Deal" hung over his door. It is just such cases as this that cause the farmer to believe the grain man is robbing him or making money too fast, and lead him into organizing farmers' elevators. In a short time he learns differently and becomes the best kind of a competitor. Be friendly with your competitor; make up your mind that you have to give as well as take.

At the last meeting of the board of directors of the Illinois Grain Dealers' Association it was voted that all farmers' elevators be included in the new Directory, and that when a petition for membership is handed in from such a firm, signed with the necessary recommendations, it should be received as a member. This certainly looks to me like a step forward in the right direction. This is a free country, and as long as they abide by its laws, the farmers have just as much right to go into the grain business as you or I. In many places they attend our local association meetings and become warm friends of their competitors. Some have expressed a desire to belong to our state association. Is there any reason why we should not receive them?

Free storage of grain is a curse and great burden to the country elevator. I am glad to say that we have very few stations in the state of Illinois that are keeping up this practice.

This method of encouraging farmers to bring his grain, attempting to win business by storing his grain as long as he wants it, is out of date and a money losing proposition. It has made you pay a higher price for stored grain than you could afford, especially when you were not on friendly terms with your competitor. You are liable for the safe keeping of the grain, and insurance is high in most country towns. Show me a country dealer who ships out this stored grain and buys a future option for protection, and has made money by so doing, and I will show you twenty-five that have paid dearly for such a transaction.

A short time ago I read in one of our trade papers of a case in Ohio where a farmer had stored wheat in an elevator for fifteen years. The storage had almost eaten up the value of the grain, still he refused to sell. This beats anything of the kind I have ever heard. This dealer deserves a medal. The time is coming when every state will pass a law prohibiting the storing of the grain of the farmers by the country elevator, which will put a stop to shipping out the grain, taking their money to run their business or leave for parts unknown.

Early contracting of grain from the farmer, nine times out of ten, loses money for the dealer and often makes enemies. You buy one hundred thousand bushels of corn from forty farmers at fifty cents in September to be delivered in December. You sell the same amount for shipping. At the time of delivery you find the market is five cents lower. Often do you find they deliver you one hundred bushels more than you contracted. Is there one dealer in a thousand that would not let the one hundred bushels go on the contract, rather than lose the farmer's business? Every farmer hears of it, so each delivers you one hundred bushels more or a little over. Which shall it be—lose \$200 or the friendship and business of a dozen farmers? We all know what the answer will be.

Take it on the other hand: the market goes up five cents, you find you get one hundred bushels less. This is the excuse: The yield fell short of their estimate and it would run them short of feed to deliver any more. Mr. Dealer says, "Oh, that is all right. I would not think of robbing you of your feed." Next September comes around and Mr. Farmer has a little more corn to sell; he sold some of his cattle or hogs sooner than he expected; you buy your one hundred bushels of corn again, pay him five cents or ten cents more for it. Take it, Mr. Dealer, and pay the advance—your only right is wear a broad smile and say nothing.

Many of us lost money two years ago in contracting oats by verbal contracts, as there is no great per cent of farmers that you can get to sign a written contract for grain. We could not force them to

pay. You all know what happened. All we could do was pay and hold the empty bag. Early buying leads to loaning money without interest. In most cases you are expected to advance from one-third to one-half of what the grain amounts to and wait from three to six months to get your money back. You cannot go to the bank and borrow money without interest, even if you give it a written contract for grain as collateral. Then, why should we be expected to loan to farmers without interest?

We have another contention. In selling three or better on track or to arrive. Some of our grain grades No. 2 and we should have the benefit in price. Suppose it grades No. 4, the discount is great at times and we have to stand it. If grades are used at all in selling, we must insist on our rights. Most of us ship the best we get on such a sale, and you will find a great deal of its grades No. 2. The response comes that we do not have to sell on track or to arrive. That is true. Let us stop selling in that way; consign our grain for six months or a year and let it be sold on its merits. Then I will guarantee the country dealers' interests will be treated with more consideration.

I cannot let this opportunity go by without saying a word about one of the best friends to the grain trade—the man who wants everybody to have a square deal, the man who has spent so much time and labor in drafting a set of Uniform Rules which we all were glad to see adopted at our last national convention at St. Louis, and afterwards by our state associations and all the leading exchanges. Many of you who attended the St. Louis convention know how they were gone over one by one and adopted. This man was there to defend them; he was like a mighty stone wall that could not be battered down. Gentlemen of the grain trade, you owe much to that little man of Toledo, E. H. Culver.

In conclusion, I will say, fellow grain dealers, join your local state associations; attend their meetings, even if it does take a little time and money. You will be well paid in the long run. You will learn what the associations have done and are doing to overcome the evils and see that we have a square deal as well as practice it yourself.

Mr. Rogers: It gives me a great deal of pleasure to move you, sir, that the paper by Mr. Montelius be received and spread upon the minutes, and the thanks of this Association tendered the writer.

Which motion, being seconded, carried unanimously.

#### UNIFORM GRADING RULES.

We will now hear the report of the chairman of the committee on uniform grades, Mr. W. N. Eckhardt, of the uniform grade promulgation committee, of Chicago:

Mr. Eckhardt: When this work was committed to my hands I realized that I had a job. Soon after the St. Louis meeting there were a number of approvals, or batches of mail, sent to the Secretary, accepting the Rules as proposed at the St. Louis convention. This is the Secretary's list, showing pretty nearly the time when they were adopted. (The speaker here repeated the list to be found in his remarks on the same subject at the Princess Theater Conference, printed on another page.)

After these acceptances were received by the Secretary and came to my knowledge, there was more or less of a pause in the further acceptances; and in the correspondence that came to me from the various members of our committee, it was very clear that a good many of the markets were waiting to see what Chicago would do. Realizing that possibly such might be the case, our Chicago committee, that is the grain committee at Chicago, whose efforts I tried to help as much as I could, worked with the State Department at Chicago in an effort to have them accept the Rules as adopted at St. Louis.

You probably all know—but some of you may not know—that in Illinois we have a law governing inspection of grain, and in that law it is prescribed that the Railroad and Warehouse Commissioners shall make the rules. Therefore, as a matter of necessity, the adoption of rules, or their acceptance or approval, lies primarily with the Railroad and Warehouse Commission. The method which is pursued in arranging for a change of rules is, that the Board of Trade, or its grain committee with the consent of the Board of Trade and its members, shall try to secure a conference with the Railroad and Warehouse Commissioners, stating a specific date, at which time the grain trade is heard pro and con the various amendments and suggestions which may be made.

The Chicago inspection department was very busy with improvements of its own this year, which had been begun prior to the time when the St. Louis convention met, more particularly with reference to the establishment of rules very materially improving the grading of grain at home, and with a system of inspection by which it was hoped to accomplish uniformity and prescribing certain improved methods which we all felt would be a great help to the trade. I say "all" because the majority did feel that while there was some contention that made hard work, much could be done by conference with the Railroad and Warehouse Commissioners. This resulted in taking up quite a number of various grades of wheat. At that time we tried to arrange for a conference with reference to other grains, but did not succeed; so that we did not come to a finality on all these various grades until the last of September, at which time the Railroad and Warehouse Commission met the members of the grain committee, who had the practical endorsement of the Board of Trade on this question of uniformity; and the

recommendation of the grain committee resulted finally in the acceptance and adoption by the Railroad and Warehouse Commission of certain rules which, to my mind, are very closely an adoption of the Rules adopted at St. Louis, although there are some exceptions.

I find that the question of adopting the St. Louis rules as a whole was confined, as you will have noted, to those that I read as reported from the Secretary. You will note that in St. Louis there is still a question of conceding the minimum test weight which is provided in the St. Louis rules, namely 58 pounds. They feel that 59 lbs. is a low minimum for their market, or is a reasonably fair minimum, and therefore that they cannot conform to the Rules except as reserving that exception for themselves. The same to some extent is true with reference to the Northwestern market or, rather, with Chicago in relation to the Northwestern markets. The idea of the Northwestern markets with reference to spring wheats and their test weights is that they do not seem to think they possibly can get down to the minimum test weight on No. 1 spring wheat.

With reference to the test weight applied to No. 2 Red Winter Wheat, the 58 lbs. test was finally adopted at the St. Louis convention as a fair and reasonable minimum for No. 2 Red Winter Wheat.

Beside this question of tests, I find that the question of moisture test is still a very live topic in the minds of very many people, particularly those interested in the grain trade at and south of the Ohio River. It does not seem that, after all the talk and conference on that subject during the past year and previously there ought to be a pretty clear understanding by this time that the moisture test as applied to corn in the Rules as they stand to-day is perhaps the most reasonable and the most fair that could be possibly arrived at.

In much of the correspondence that has come to me, I find that the question of mixtures is also a source of considerable trouble. Naturally these things make the people who are doing business south of the Ohio River and in the South and Southeast rather restive as to the application of these uniform rules which really interfere very materially with their business.

Coming back to Chicago, it is my humble opinion, as a member of the Chicago Board of Trade, somewhat familiar with the very large business which comes to that market and in close contact with a great many of the people who are interested in raising and handling the grain that is produced in the middle section, that a concession on the basis which is supplied in the Chicago rules is about as fair as can be reasonably assumed; and it is also my opinion that if the whole trade here moves toward these uniform rules in the same spirit of concession that has been evidenced by the Chicago trade in adopting these rules, there ought not to be very much discussion as to the acceptance of the few amendments which I think are mainly in the way of strengthening the existing Rules. Everybody must concede something in order to create uniformity, and in that idea, that everybody has to concede something, Chicago does not present any amendments in the Rules so far as oats, corn and rye are concerned, and in the wheat we don't think we ask very much in the way of concession.

For your information I will read to you the rules as they are now approved and adopted by the Railroad and Warehouse Commissioners for the state of Illinois; and right here I would say again, that inasmuch as this conference has resulted in the adoption by the Railroad and Warehouse Commissioners of these rules, Chicago would be in really a peculiar position to immediately go before that Commission again and say that the trade will not conform to the rules, and that Chicago will have to change again. The fact is that these various propositions were argued and very forcibly brought to the attention of the Railroad and Warehouse Commissioners, and they evidenced also a sort of endeavor to try to conform to these Uniform Rules as exactly as possible; and we think that we met with very gratifying success.

The proposition as put forward by Chicago in the rule for White Winter Wheat, as promulgated in the Uniform Rules at St. Louis, complies in all respects to the St. Louis Rules, except that the minimum test in No. 2 White Winter Wheat should be not less than 57 lbs. to the measured bushel.

In the rules for Red Winter Wheat, the Chicago market accepts the rules as originally promulgated at St. Louis, with the exception of an amendment that I offered at the time in the rule for No. 2 Red Winter Wheat. The rule as adopted at St. Louis reads this way (in reading it I will tell you where one thing is left out):

"No 2 Red Winter Wheat shall be soft red winter wheat of both light and dark colors, sound, sweet and clean, shall not contain more than 5 per cent of No. 2 white winter wheat, and weigh not less than 58 lbs. to the measured bushel."

Now Chicago wishes to omit in that last part the words "No. 2." We think those words are entirely superfluous, because if the wheat was sound, sweet and clean, it could not be anything else but No. 2 white winter wheat. In the same way as to No. 3 Red Winter Wheat and No. 4 Red Winter Wheat, Chicago proposes to strike out in the rule for No. 3 Red Winter Wheat the designation "No. 3" before the words "white winter wheat," and in the rule for No. 4 Red Winter Wheat to strike out the words "No. 4" before the words "white winter wheat."

In Hard Winter Wheat, there is a material difference, due to the fact that tributary to Chicago, and perhaps in the whole winter wheat producing sections east of the Missouri River and tributary to the markets doing business as far east as Chicago, there is grown a vast amount of grain, particularly hard winter wheat, which is not strictly called purely hard winter wheat; that is, it does not meet that requirement which is perhaps in the minds of the millers for this pure hard winter wheat. It is largely wheat



which has degenerated so that it has the characteristics of soft wheat. It is more yellow in color. Therefore, in order to meet commercial requirements which are insisted on by the millers, the Railroad and Warehouse Commission adopted rules in the grading of No. 2, 3 and 4 Hard Winter Wheat, that these grades of hard winter wheat might contain not more than 25 per cent of red winter wheat. In all other respects the rules conform in every way to the St. Louis rules.

In Spring Wheats, the rule adopted at St. Louis for No. 1 Hard Spring Wheat—which is primarily a wheat that is not very much tributary to Chicago—it practically means uniformity of grade so far as anything that may come to Chicago is concerned and the St. Louis rules are adopted, with the exception that instead of the test weight is named in the rule at St. Louis of 58 lbs. Chicago proposes 59 lbs.

In the rule for No. 1 Northern Spring Wheat, we make a little difference in the verbiage of the rule and also in the test a difference of  $\frac{1}{2}$  lb. per bushel. The proposed amendments for Northern Spring Wheat are as follows:

"No. 1 Northern Spring Wheat must be Northern-grown spring wheat, sound, clean, and of good milling quality, and must contain not less than 50 per cent of the hard varieties of spring wheat, and weigh not less than  $57\frac{1}{2}$  lbs. to the measured bushel."

"No. 2 Northern Spring Wheat shall be Northern-grown spring wheat, not clean enough or sound enough for No. 1 and must contain not less than 50 per cent of the hard varieties of spring wheat and must weigh not less than 56 lbs. to the measured bushel."

"No. 3 Northern Spring Wheat shall be composed of inferior shrunken Northern-grown spring wheat, and weigh not less than 54 lbs. to the measured bushel, and must contain not less than 50 per cent of the hard varieties of spring wheat."

"No. 4 Northern Spring Wheat shall include all inferior Northern-grown spring wheat that is badly shrunken or damaged and must contain not less than 50 per cent of the hard varieties of spring wheat, and shall weigh not less than 49 lbs. to the measured bushel."

In reference to the test weights, these conform in every respect to those promulgated at St. Louis. The St. Louis convention also adopted a grade for Rejected Spring Wheat; but in the Chicago market that grade is so low that it naturally always would be sample grade.

No. 1 Spring Wheat, No. 2 Spring Wheat and No. 3 Spring Wheat are the same as St. Louis, but in the rule for No. 4 Spring Wheat we add a few words which we think make the rule stronger and more explicit. Adding them would make the rule read as follows:

"No. 4 Spring Wheat shall include all spring wheat, damp, musty, grown, badly bleached, or from any cause which renders it unfit for No. 3, and must weigh not less than 49 lbs. to the measured bushel."

Instead of the rule promulgated at St. Louis for White Spring Wheat, which is—

"White Spring Wheat—The grades of Nos. 1, 2, 3 and 4 White Spring Wheat shall correspond with the grades of Nos. 1, 2, 3 and 4 Spring Wheat and shall contain not more than 5 per cent of red spring wheat,"—

We say: "White Spring Wheat—The grades of Nos. 1, 2, 3, and 4 White Spring Wheat shall correspond with the grades of Nos. 1, 2, 3 and 4 Spring Wheat, except that they shall be of the white variety."

The rule for Durum (Macaroni) Wheat is the same as to Nos. 1, 2 and 3 Durum Wheat promulgated at St. Louis, but to the St. Louis rule for No. 4 Durum Wheat we add the words, "and weigh not less than 50 lbs. to the measured bushel."

In the rules for Velvet Chaff Wheat, the Chicago rules as adopted in July are inserted in place of those that were adopted at St. Louis; but there is only one difference, with reference to test weight; and the handling of Velvet Chaff Wheat has demonstrated very clearly to the minds of the Chicago Board of Trade, and I think has somewhat obtruded itself on the minds of those in the Northwest, that the test weights adopted at St. Louis were not in keeping with the quality of the wheat. In other words, the test weights as adopted at St. Louis were on No. 1 Velvet Chaff Wheat, 57 lbs. to the measured bushel; on No. 2 Velvet Chaff Wheat, 56 lbs.; on No. 3 Velvet Chaff Wheat, 54 lbs. The Chicago market places the test weights as follows, for No. 1 Velvet Chaff, 61 lbs.; No. 2 Velvet Chaff, 59 lbs.; No. 3 Velvet Chaff, 55 lbs., and No. 4, 50 lbs. to the measured bushel.

I want to say in justification of these amendments, that there is a very large volume of Velvet Chaff handled at Chicago which demonstrates very clearly that the average run of Velvet Chaff which is not good enough for No. 2 is still very close to 60 lbs. to the bushel. So we think the change as made by the Chicago market is in every way justified.

In the Pacific Coast Red Wheat, the weights adopted at St. Louis are also adopted with one exception that in the last paragraph, or Note, it is changed to read as follows:

"Note: Pacific Coast White Wheat shall be graded according to the rules for Pacific Coast Red Wheat; in case of a mixture of Pacific Coast wheat with our home-grown wheat, red or white, such mixture shall be graded 'Pacific Coast Mixed Wheat.'"

The rules as adopted at St. Louis left out the word "mixed." It is palpably evident that the Pacific Coast Mixed is mixed with home-grown wheat. The following Note is also added:

"Note—The grades of Pacific White and Pacific Red Wheat are to include all such wheats as are grown in the extreme Northwest and on the Pacific Slope from either Spring or Winter seeding."

Under Mixed Wheat there is a change of verbiage, making it read as follows:

"Mixed Wheat—In case of an appreciable mixture of hard and soft wheat, red and white wheat (except as provided in the rule of hard winter, red winter, white winter and northern spring wheat), durum and spring wheat, any of them with each other, it shall be graded according to the quality thereof, and the kind of wheat predominating, shall be classed as No. 1, 2, 3, and 4 mixed wheat, and the inspector shall make notation describing its character."

The rules for Rye are adopted verbatim as they were passed at St. Louis.

In the rules for White Oats the only change proposed is in the rule for No. 2 White Oats, to read as follows:

"No. 2 White Oats shall be 95 per cent white, dry, sweet, shall contain not more than 1 per cent of dirt and 1 per cent of other grain, and weigh not less than 29 lbs. to the measured bushel."

In Mixed Oats, the exception made by Chicago is as to the rule for No. 2 Mixed Oats, which they propose should read as follows:

"No. 2 Mixed Oats shall be oats of various colors, dry, sweet, shall not contain more than 2 per cent of dirt and 2 per cent of other grain, and weigh not less than 28 lbs. to the measured bushel."

This change is proposed in order to make it conform to the commercial grade of White Oats. As adopted at St. Louis it provided that No. 2 Mixed Oats shall not contain more than 2 per cent of dirt or foreign matter, etc. It is proposed to strike out the words "or foreign matter" and insert "and 2 per cent of other grain." I think this is in vogue in some of the other markets. It is conceded by some and by others it is not. The other rules for Mixed Oats are the same as those adopted at St. Louis.

Red or Rust Proof Oats and White Clipped Oats rules are the same as those adopted at St. Louis.

Mixed Clipped Oats are the same as the St. Louis rules, except that a note is added as follows:

"Note.—Inspectors are authorized, when requested by shippers, to give weight per bushel instead of grade on Clipped White Oats and Clipped Mixed Oats from private elevators."

The recommendation as to Purified Oats is adopted at Chicago the same as the St. Louis rules, although the Railroad and Warehouse Commissioners have always been reluctant to specify any grade for Purified Oats.

In the rules for Corn, the Rules adopted at St. Louis are practically the same. I will read you the exceptions. The rules for White Corn as proposed are as follows:

"No. 1 White Corn shall be 99 per cent white, sweet, and well matured."

"No. 2 White Corn shall be 98 per cent white, sweet."

"No. 3 White Corn shall be 98 per cent white and sweet."

"No. 4 White Corn shall be 98 per cent white; but shall include damp, damaged, or musty corn."

In Yellow Corn no change is made in No. 2 Yellow. The others to read as follows:

"No. 1 Yellow Corn shall be 99 per cent yellow, sweet, and well matured."

"No. 3 Yellow Corn shall be 95 per cent yellow and sweet."

"No. 4 Yellow Corn shall be 95 per cent yellow; but shall include damp, damaged or musty corn."

In Mixed Corn there is no change except in Rule 1, to read as follows:

"No. 1 Mixed Corn shall be corn of various colors, sweet and well matured."

It developed very clearly immediately after the St. Louis convention that the percentage of mixture in colored corn was too large. We think that 98 per cent in the No. 2 White Corn will apply anywhere in the United States, and that is the proper percentage. Two per cent of colored corn is all that will stand and be a commercial white corn; so in framing these rules on White Corn we have made the percentage uniform in all the grades.

In Yellow Corn the St. Louis Rules adopted 95 per cent as a fair and equitable basis on No. 2 Yellow Corn, which we concede is correct. In making our amendment to these Rules we believe it is the sentiment of the trade that the grades of Yellow Corn, where there is yellow corn, can be a uniform grade as to color; therefore we submit that Nos. 3 and 4 Yellow Corn shall be 95 per cent yellow.

There is a paragraph on the last page of the St. Louis Rules specifying "Sample Grades—General Rule." In that we make one insertion of a small word, "badly," before the word "damaged," so that it reads—

"All wheat, barley, oats, rye and corn that is in a heated condition, souring, or too damp to be safe for warehousing, or that is badly bin-burnt, fire burnt, fire smoked, or badly damaged, mixed with burnt, onions, or containing live weevil, exceedingly dirty, or where different kinds of grain are badly mixed with one another, shall be classed as Sample Grade, and the inspector shall make notations as to quality and condition."

In the next paragraph on that page, beginning "Notice," we have transposed a portion of the sentence in the St. Louis Rules so as to make the paragraph read as follows:

"Notice.—The inspection department shall in no case make a grade of grain above that of the poorest quality found in any lot of grain inspected, when it has evidently been plugged for the purpose of deception or otherwise improperly loaded. Wheat which has been subjected to scouring, or clipping, or any process equivalent thereto, shall not be graded higher than No. 3."

The Chicago rules also provide the following definition of the word "new" in certificates, viz:

"New.—The word 'new' shall be inserted in each certificate of inspection of a newly harvested crop of oats until the fifteenth day of August; of rye, until the first day of September; of wheat, until the first

day of November, and of barley, until the first day of November of each year.

"This change shall be construed as establishing new grades for the times specified, to conform to the existing grades of grain in all particulars, except the distinctions hereby established between the new and the old crop, and shall apply to grain inspected from store for two months after the time respectively above specified."

I want to say in conclusion again, what I said earlier in my address, that it is my opinion that if these rules are met in the same spirit of endeavor to make concessions and try to create uniformity in the phraseology of the rules and inspection of grain in this country as has been the case in Chicago, there would be very little trouble about having an agreement as to these Rules. The exceptions in some cases are very immaterial, though for the most part we have strengthened the Rules and have provided more specific definitions. Where the test weights are changed, it strikes me that the small change in the test weights of one-half pound in the bushel ought not for one moment to stand in the way of uniform grading. A difference of one-half pound is practically uniformity so far as the purposes of inspection are concerned. To my mind the one pound per bushel to meet the various differences that exist throughout the wide sections of the country should be considered as in spirit uniformity, and in fact is uniformity.

Senator Albert J. Beveridge here entered the convention hall.

President Reynolds: The next speaker is here, but I want it distinctly understood that this matter is not going to be passed over without plenty of time to give all a chance, and I hope that we can hold this present large crowd here to take up the discussion on uniform grading later. We will have plenty of time after the Senator is through. We will not necessarily have to adjourn until two o'clock if the opinion manifests itself to warrant us in staying that long. According to my rough calculations, we have reached uniformity on the handling of about three billion bushels out of the five and a half billions of bushels which we have to handle. If we can agree on the handling of three billion bushels, there ought not to be much controversy, or no very serious controversy, sufficient to amount to a stumbling block, in arriving at uniformity as to the other two and a half billions.

And now, ladies and gentlemen, I feel that when public men of distinction put aside important business engagements which every day surround them and come to address our conventions, we may feel especially and highly honored. In many countries of Europe greatness is marked principally by aloofness from the people. In our country it is not so. Here one of the strongest marks of greatness is the ability of the public man to mingle freely with the masses of the people and still hold their confidence and esteem. In Indiana we are justly proud of our great public men. Among these none hold a higher place in the hearts of our people than the gentleman who is with us today (applause). Not only do we in Indiana recognize him, but throughout the entire length and breadth of the land he is recognized as a great man (applause). It is my personal and great honor to be able to present to you a distinguished son of Indiana, ladies and gentlemen—Senator Beveridge! (Applause.)

## HIGHER ETHICS IN BUSINESS.

BY HON. ALBERT J. BEVERIDGE,  
Senator for Indiana.

Mr. President and Gentlemen: I used to carefully write out my speeches, commit them to memory and deliver them; but I cannot do that any more—things move too rapidly.

I have found that the modern public man is becoming a business man, just as the modern business man is becoming a public man.

So this morning I have got to speak to you right off the bat, without any preparation, so far as writing out is concerned, about those things that I understand you wish me as a public man to speak to you.

I said a moment ago that the modern public man is becoming a business man. That is true. Conditions make it true. The great problems that we have got to confront require study more than rhetoric. They require getting down to ultimate things more than they do the patting of people upon the shoulder. They require the profoundest examination of questions upon which legislation is to be passed, instead of the old methods by which popularity was conjured up; and for that reason there is no more any time for the extraneous ornaments of public life, but instead only for the business of public life; and that means the business of the people.

On the other hand, the modern business man is becoming a public man. The time has gone by when a man can take into account nothing but his own particular business and his own particular rights without taking into account the business and the rights of his fellows; so that the great modern business man is becoming a statesman also.

Now, I have been asked to speak to you this morning about that thing which is at the bottom of your Association, as I understand it—which is the foundation of all this great movement for reform legislation of the last eight or ten years—the ethics of business.

I think this Association is a proof of the fact that more than ever before business is coming to rest on



the Decalogue from Sinai and on the Sermon on the Mount. (Applause.) More than ever before we are putting laws from the one place, and the precepts from the other place, into the business transactions of our daily life.

Ethics do not change, that is true; but their methods and application change. Progress in science means change. No human mind has ever spoken the last word in science. Progress of business means change. No human being can foretell the ultimate outcome of our business methods.

But progress in morals means permanency; nobody ever yet has improved upon the precepts that were given from Sinai and from the Mount; but their method and application do change.

And here permit me for a moment to rehearse the changes in business in this country in order to show you precisely what we mean—precisely how it applies to each business man of the land, and precisely how it applies to your national legislation. Why, it is not so very long ago since it was the ethics of business that everybody's business was his own affair, and his business was nobody's business but his own; and the law recognized that in the old motto, caveat emptor—"let the purchaser beware!"

This was in a time when two men were dealing with each other and nobody else. But now by reason of the changes in business methods and especially in transportation we are all woven together in a political unit, just as citizens are woven together in a political unit. Thus each man's affairs are becoming in a sense everybody's affairs; and this is particularly true in big business.

The best illustration that I can give—and I shall give it merely to point out what I mean—is this: The time was when the meat necessities of the people, for example, were supplied by the individual butcher shop; but the people became too numerous, their necessities became too great. Railroads sprang up. We are all knit and woven together in a great industrial and commercial family, and as a result there are great aggregations for the purchase, slaughter, preparation, and sale of meats; so that we have what we know as the "Beef Trust," which is an example of the other great organizations of business, every one of which is perhaps inevitable, just as this Association, in its way, is inevitable.

But the old ethics of business cannot be made applicable to these new aggregations. Why? In the old times one man dealt with another face to face; but now these aggregations of business do not deal only with a few individuals, but with millions of individuals. Each one of these millions of individuals must take what is offered to him; and thus it happens that the head of one of these great businesses now becomes not only a private business man for his own profit only, but in addition a trustee for the people also. He is supplying not only his own coffers with gain, but he is also supplying food for the millions that cannot look out for themselves; and so the modern ethics of modern business means that the head of a great modern business must look out for the people with whom he deals as well as for himself.

It is an absence of that conception, which is carrying over the old ethics of individual business into modern great business, that has caused the necessity for all legislation that you have seen in the last few years. The packers, for example, insisted that they had a right to do as they pleased and sell to each individual of their millions of purchasers food that was not good; the people could not endure that; and therefore the Government of all the people had to pass a law to regulate and inspect that business whose management did not regulate and inspect for the people. (Applause.)

If the modern business man would realize these new ethics of business, that he is no longer looking out for his own pocketbook alone, but in addition that he is looking out for his fellow-men, there would not be any need for this reform legislation for which the cry has come up from the Nation. (Applause.) For every sound public man, every man who has the right to the title of statesman, prefers to write no laws unless he must. He prefers to leave the regulation of private business to the conductors of private business, provided they do righteously for the people with whom they deal. (Applause.)

But when they refuse to do that; when they carry over into the Twentieth Century the methods of the Seventeenth Century; when they look at their business, no matter how great, no matter how many millions it affects, precisely as their ancestors looked at their business, as a matter only between them and another single man, and refuse to recognize the trusteeship, which modern conditions make them owe to the people, then the Government of all the people is demanded by all the people to step in and enforce that trusteeship. This, as I take it, is the modern ethics of business—each man is now looking out, not only for himself but for his neighbor. The great underlying principle of this organization, which I understand to be not only looking out for your own rights but for the rights of everybody else, is only putting into practical effect the saying of the Master: "Do unto others as you would have others do unto you." (Applause.)

The old ethics of business was, "Do every other fellow as every other fellow does you;" but I think that business men are finding out that that is not good business, and that, as a matter of good business alone, the best business, considered from that standpoint only, is to "do unto others as you would have others do unto you."

There has been a mighty miracle performed in this country, and, indeed, throughout the world, in the last half century. We are in the thick of it, and we do not appreciate it. The railroad train of today is commonplace; the telegraph is commonplace; the telephone is commonplace. How many other things that are absolutely essential are commonplace! Yet fifty years ago they did not exist in the sense in which they exist today. New York today is near-



HON. ALBERT J. BEVERIDGE.

er to San Francisco than Washington was to New York when the Constitution was adopted; Boston is closer to Manila than Buffalo was to Pittsburgh one hundred years ago. The railroad has eliminated distance in the transportation of men and commodities; the telephone has eliminated distance in the carriage of sound, so that we speak with but three interruptions from New York to Denver.

We are being woven together in one mighty mass. It is impossible any more for any one human being to live to himself alone. It is impossible for any business man any more to do business by himself alone. He does business now, no matter how small it may be with the universe. So we see great aggregations of business; and where there are not great aggregations of business, where business still continues to be transacted by small units, we see these separate individuals being bound up in great associations of business men, such as the Grain Dealers' National Association.

Now, what is this great Association for? I was told as I sat in conversation with your Secretary, a few moments ago, that the purpose of your organization is to see to it that there is the largest observations of the rights of others; that disputes shall be done away with; that there shall be unit of action; that there shall be harmony of business, which comes, first, from good sense, and second, from good conscience. This Association is an illustration of modern ethics in business. I understand that you have the most perfect and most elaborate set of Trade Rules of any association in the country, and that those rules are based on rights of respect for the rights of one another.

These are designed to do what? Merely to make a custom a law for yourselves, by which your business will be more accurate, in the first place, and more righteous, in the second place.

When I was a young lawyer and before by the favor of the people I was sent to the Senate, I was the attorney for two or three grain dealers. They were excellent men. I never knew better; but in spite of all they could do, they were constantly getting into disputes. These disputes ought never to have existed. They primarily arose from lack of organization and because each gentleman was looking out for himself and for the best profit for himself without seeking at the same time to do exact righteousness to his fellow. It is only human nature under such circumstances to take the most

advantage for our individual selves. It is only human nature that each man shall say, "Every man for himself, and the devil take the hindmost;" but a little bit more intelligence, and a little more co-operation, shows that the best business is not alone, "Each man for himself and the devil take the hindmost," but each man for himself and for every other man at the same time. (Applause.)

This leads up to what I think perhaps the most important thing that can be said by a public man, especially one who is devoted with all his soul to what is known as the great reform movement in National legislation, to what this Association is trying to do. There has been a great deal of talk in the last few years, especially among business men, about the reform legislation which Congress has enacted; and yet all of that legislation, every bit of it, was compelled by evils which business men refused to correct. If business men themselves had cut out those evils, legislation to cut them out would not have been demanded or passed. The best thing about this Association is that you are correcting for yourselves the evils that have grown up in your particular business. (Applause.)

It has passed into a commonplace among those who are informed that the best business laws in the world, the best statutes for the protection of property, and the best enforcement of them, are in the United Kingdom; and yet all the business legislation that has been enacted in the last decade in this country, and all that is proposed, is only a fraction of what Great Britain has had upon her statute books for the last quarter of a century. All that we are trying to do—and we are trying to do that only when we are forced to do it by American business failing to do it for itself—is to get American business down to a plain, simple, honest and harmonious basis; and not until it is down to a plain, simple, honest and harmonious basis can business prosperity be steady and permanent.

Now, there ought to be no necessity for such legislation. This Association is trying to show that there need be no necessity for it. You have found evils among yourselves; and upon these you are better informed than any public man possibly can be. So instead of waiting for abuses to compel national legislation, you men are meeting in a parliament of your own and by your own rules making your own legislation. (Applause.) And thus to the extent that you act wisely and vigorously, relieving us



from the necessity of making legislation for you. I said a moment ago that a man is not only an unwise but a bad public man, who insists in writing a useless law; and I do not think that any statesman in our American Republic or elsewhere—nobody but the demagogues—ever attempts to do that. Where the business man enacts business rules of his own which work justice to everybody else, he relieves his legislators from the necessity of putting those rules into the statute-books of the Republic. But when legislation becomes necessary, we will enact it.

I think that that perhaps is the crowning pride of the Grain Dealers' National Association. You are doing for yourselves that which unless you do do it the state legislatures and the national Congress would be compelled to do for you. Now take the question of grades. It is not for a man like myself, who does not know the A B C of the grain business, to talk to you about the details of that. You are informed. You are experts. That subject touches you every day. But I take it for granted that there is not a man here, nor among any of your brothers throughout this broad Republic, who would not be advantaged by uniform grades. It means simplicity in contract; it means business method; it means a thousand things that you know of that are advantageous to you that I do not know of. It also means honest dealing with the public. Now, shall there be national legislation on that? Yes, if it is necessary. No, if it is not necessary! (Applause.) And that it is necessary, or not necessary, rests with you and nobody else but you. (Applause.) It is not within the power of any man, however able or however powerful, however rich or however resourceful—it is not within the power of any body of men to prevent legislation that is needed by the people merely by opposing it. The only way that any such legislation as that can be prevented is by yourselves wiping out the evils which that legislation would be meant to correct. (Applause.)

So when you, by your rules, by your own wisdom, by your own experience, supply for yourselves statutes of business which you all justly observe, and which are just not only to yourselves and amongst each other but just also to the great public with whom you deal, you are legislating for yourselves and the people, even in a higher way, from an ethical point of view, than the national Congress can legislate for you. (Applause.) And I think it would be an admirable thing, not only in this Association but in every great body of business men throughout the country, if they could avoid the necessity for legislation by acting in such a way that their rules of business would constitute all necessary legislation in your particular business.

For example, I said a moment ago that none of these laws, the pure food law for an illustration, the meat inspection law for another illustration, the railroad rate law for another illustration—not one of them would have been necessary if the modern business man had not carried over into the present day the business ethics of one hundred years ago. If, then, years ago, the great business men at the head of any of these great enterprises had realized the great fact, the fact which is glorifying our Twentieth Century, the consciousness that he is not only a private business man for his own profit but is in addition to that a trustee for the people everywhere and the world with whom he deals, there never would have been any necessity for the pure food law, or for the meat inspection law, or for a railroad rate law. But when the railroad will not furnish you cars equally, when it favored some to the disadvantage of others, when it enabled powerful men to profit by rebates at the expense of others less powerful, when it will not put modern ethics, the idea of trusteeship, into private business, then it becomes necessary for the legislators of all the people to make the railroads do it by force of statute. (Applause.)

If the food and medicine manufacturers of this country had realized ten years ago, what they have been forced to realize now, that they were not only making compounds to sell for their own profit, but that they were making food and medicines for the millions of men, women and children who are their brothers and their sisters; and if, therefore, they had been content to make a little less profit by putting in no adulterants and therefore a more righteous profit, there would have been no necessity for a pure food law and no demand for it. But when they said, "I will make all I can; my business is nobody's business but my own; I will sell adulterated food, no matter if thousands of children perish from it; I will sell impure drugs, no matter how many people's lives they may impair, merely that my pockets shall be filled with ill-gotten gains;" when they insisted upon applying the old business ethics of one hundred years ago to modern conditions and would not yield to the precept, "Do unto others as you would have others do unto you," it becomes necessary for the national legislature, responding to the combined intellect and the composite conscience of an endangered people, to compel them to do so. The same is true of meat inspection. The same is true of every one of these laws. The business men whose evil practices these laws were meant to prevent forced these laws on the statute-books, and the recognition of the higher modern ethics of business, which according to my information the Grain Dealers' National Association is practicing more than any other body of men,—and I do not say that to flatter you at all,—would have prevented the necessity of this legislation which the exigencies of the people compel us to enact.

Now, personally, I wish, not only in the question of uniformity of grades, but I wish in the question of meats, foods, railroad rates, in the question of over capitalization of business and all the evils that come from corners, and the evils that come from stock manipulation, and in every other question that goes to make up the great welter of what you call the modern business problems,—I wish it was so

that it would not be necessary for either state or National legislatures, guided by conservatism, righteousness, and wisdom, to place a single act of that kind upon the statute-books, but that it might rest solely in the hands of the men themselves. The only way in the world that you can solve that problem is by one of two methods; first, by organization; second, by putting morals into your organization. (Applause.)

The truth about it is, that the modern business man who reads and thinks is coming to find out this profound yet simple truth, that morals are more of a business asset than the commodity in which you deal. (Applause.) I said some years ago to a man who has since become one of the commanding figures in the business world, not only of America but of other countries, "You must take public opinion into account in your balance-sheets as much as you take your mills, or your railroads, or any other asset that you put down in dollars and cents. You are dealing with a mighty public that reads, that thinks, that is closely knit together. The American people are no longer a small people. The American people are now a family; and whenever a business becomes so big that it affects all these people, the opinion of all these people as to how that business is conducted becomes an element of the safe conduct of the business itself."

I could name you three or four mighty corporations which would have become just as mighty and a good deal sounder and without evil methods, if they had taken into account public opinion, if they had introduced into their business that righteousness which not only "exalteth a nation," but that righteousness which makes for sound prosperity in business as well. This is my conception, and I believe that it is the conception of the modern business man of the higher ethics in modern business. We cannot get away from elementary morals. One of the greatest proofs of the divinity of the religion to which we all more or less subscribe is the fact that however much business grows, however its complications diversify, however more continually it becomes organized, it more, and more, and more, gets down to these fundamental moral precepts which heretofore the preachers had monopolized.

The truth about it is that we, without knowing it, and as part of the great moral miracle of this century, are converting our business houses into churches, and our churches into business houses in the best sense of the term. We are putting into practice what we are fond of preaching. I think perhaps that is the substance of it, and it is illustrated better in anything I know, in one of the crowning achievements of this Association, to which your Secretary called my attention a moment ago.

I see in that not only modern business convenience, but I see in that a vista of improvement which no human being can now forecast. I refer to your Board of Arbitration. I am one of those who think that the citizen ought to make the courts increasingly unnecessary. He will find that he does that when he lives carefully within the law, when the spirit of combat is not uppermost. I like a fighter; but I like a fighter who fights only when it is necessary to fight, who fights only when he cannot get out of it. (Applause.) I never had much respect for a brawler. I never thought there was any particular sense in going about the world with a chip on your shoulder. I never saw any business advantage in hunting for a row. In public life and in business life a man is a fool who tries to create a disturbance. The thing is to get things done with as much justice as possible, and with as little combat as possible. But when a man is forced to fight let him fight with all his might.

Now, why do courts exist? Well, of course, courts exist to settle disputes between citizens; and that is the highest development to which we have yet come. There was a time when courts, with their regular rules, which we call laws, did not exist, and their creation was one of the greatest steps in the progress toward the liberty of the race. But are you not taking a step still in advance of that when you provide among yourselves that conscience is your guide; that as a practical matter of business it is not only cheaper but it is more advantageous to settle your disputes among yourselves (applause) instead of burdening the courts and the records of the courts with a lot of litigation? And so I think that perhaps the chief jewel in the crown of the great work this Association has accomplished is the establishment of your Board of Arbitration, and its successful work. (Applause.)

I said a moment ago that in the days when I was a lawyer here I was attorney for two or three grain dealers; and I never had greater respect, as I told you a moment ago, for any citizens than I had for my clients. They were honest; they were upright; but they were inspired with the old idea of getting all they could and not letting the other fellow get anything that he wanted to get and ought to get. Of course, it results in disputes and law-suits, and delays and losses of profit; and you have to go to the lawyer. The lawyer is a good man, he is an able man; they have even called him the "bulwark of your liberties" and all that sort of thing. I want him to be successful; at the same time it is perfectly consistent with the welfare of the lawyer that every bit of unnecessary litigation should be eliminated; and the honest lawyer is he who will always try to bring his client and that client's opponent together in his office and effect a settlement, if possible, before going into court. (Applause.)

What is the meaning of this Board of Arbitration? It is merely this: That you men all get together. You have business to do; things are moving swiftly, in your trade perhaps more than in any other, because you are dealing with the food necessities that the American people need,—with the food necessities of the world. You cannot have delays; you cannot have conflicts. You must get business done. Yet disputes will undoubtedly come. We are all human beings; so there are conflicts. You out of

your intelligence and out of your experience, out of your sensitive conscience have said: "We will make a court of our own; we will settle our disputes among ourselves." Is not that the beginning, my friends, not of the Millennium, because that will never be reached in this world, but is it not, perhaps, God's method of letting us progress from lesser to greater things from stage to stage,—after we have tried, after we have experimented first with one and then with another thing; after we have fallen down and barked our shins against an obstacle, and then got up and gone at it again with renewed courage, and with greater wisdom; is not the time coming among us business men, in the dim but glorious distance, when we will observe the precept of the Bible: "Agree with thine adversary quickly"? Hasn't it come to the point where we have all got sense enough to get together and to know that it is best to settle our disputes by our own fellows who we have confidence will do us justice, and in largeness of heart to abide by that result; and thus eliminate not only the necessity of the laws that I spoke of a moment ago, which otherwise would be necessary, but to avoid the courts which only non-observance of the plainest and simplest ethical principles make necessary?

I wish this method of arbitrating might prevail in every other business in the United States. Talking with your Secretary out there, it was profoundly borne in upon me that after all it may be that civilization is using that great Association, which touches every other business in the Nation and in the world, which touches the welfare and the life of every man, woman and child in this great Nation, and to a remoter degree in the world—that it is using this Association to work out its purposes, in the advancement of human harmony, of human justice and of human fellowship. (Applause.)

Now, what is the end of this thing? What is the end of our railroads, our telegraphs, our telephones, and of our great associations of business men? What is the purpose of it all? Merely to pile up men's wealth? Yes, that partly; but that not entirely. I think I can see, in reading the history of this country, and indeed in reading and studying the history of the world, that all of this is a part of the divine progress that is to make of this nation the mightiest family of brothers, the greatest power for righteousness in business and in other things that has been known in all time.

I think I can see that we are reducing business not by the wisdom of legislatures but by the wisdom of associations of business men themselves to that sound prosperity which persists and lasts; not that rotten prosperity which springs up like a poisoned flower, works destruction and then perishes. We must remember that no man's prosperity can be permanent; no Association's prosperity can be permanent; no wealth can last, which is not after all based upon the simplest ethics. There is no such thing as a pervading and permanent prosperity that is not in the end based on righteousness. I will go further and say there is no law that is worth anything that is not based on the same thing.

When I was a young lawyer studying with all my might the great text-books, the thing in Blackstone that impressed me most profoundly, that startled me, in fact, was this great sentence, right at the beginning of that work, where that great jurist, in his greatest lecture, says at the beginning of his books: "Remember that no law of man is in the end a law at all that is not also a law of God."

You cannot beat the game of the eternal verities. No law upon our statute books will last or work welfare to the people that is not based upon that. No rules of your Association will work welfare to you that are not based on that.

So we are all a unit; all brothers,—grain dealers, meat dealers, public men, writers, engineers, inventors, miners, merchants, everybody—just one great band of brothers, more and more seeing righteousness as we go along; and more and more determined as we go along to do righteousness, as God gives us to see it. That is the way we will work out our business prosperity; in that way will we work out our National consolidation, greatness and glory.

I thank you with all my heart for the privilege of meeting you. (Applause.)

The address above by Senator Beveridge was followed by tumultuous and prolonged applause, which indicated that it had struck a responsive chord in the breasts of all present. While the applause was still rolling through the hall, Mr. Rogers, of Philadelphia, was recognized.

Mr. Rogers: Mr. President, I move you, Sir, that this convention tender by rising vote its thanks to Senator Beveridge for his magnificent address.

President Reynolds: We will take it by unanimous consent. Everybody please rise.

Mr. Rogers: I have another motion, Mr. President; while we are all standing, I propose, Sir, three cheers and a tiger for the illustrious son of Indiana, and for that great state which he so well represents in the United States Senate. Hip, hip, hurrah! [The response was given with a will.]

Senator Beveridge after acknowledging the compliment paid him with thanks, now took his departure.

President Reynolds: Gentlemen, may we have your attention? I hope you can spare a few minutes longer. No words that I can utter will voice the appreciation that we have of this address delivered to us; and when it is all summed up, I want to say that the thing that stays with me most in all this is, in common parlance, as I said yesterday, gentlemen, it is "up to you." Senator Beveridge made that same remark to me two years ago, and I have never forgotten it.



Another great public man said at the convention of this Association two years ago, "Gentlemen, first find out what you want, then let us know down in Washington, and we will give it to you. Senator Beveridge has certainly emphasized that in his remarks today. Now, it is "up to us" to find out what we want, and then let them know down in Washington. I believe that it has been borne in on you today, more and more, as the Senator has said, that this Association has a place in the business world—that this Association has a work to do, and that it is your Association, and therefore it is "up to you" to do the work.

Now Mr. Eckhardt was interrupted, and I am very sorry that this report of his had to go over, and that Mr. Eckhardt has to go home.

We shall convene this afternoon promptly at 1:30. Adjourned to 1:30 p. m.

#### FOURTH SESSION—THURSDAY P. M.

The convention met pursuant to recess, and was called to order by President Reynolds at 2 p. m.

President Reynolds: Gentlemen, the discussion of the report on uniform grades was interrupted on account of the address of Senator Beveridge. We are now ready for action on the report of the committee on uniform grades. What is your pleasure? I know that there is plenty to be said on this, so let us not lose valuable time, but shoot right from the shoulder.

#### DISCUSSION ON UNIFORM GRADE RULES.

Mr. J. C. F. Merrill, Chicago: In order then to get the matter before the meeting, I move that the amendments as proposed by Mr. Eckhardt be concurred in.

The motion was seconded.

President Reynolds: I do not know how many copies of the amendments have been distributed, but if there is anything that you do not understand now, let us know it. You have heard the question. Are there any remarks?

Mr. Ballard: I would like to have the discussion on the different grades of grain separated; in other words, to consider the amendments regarding the inspection of wheat and have them first taken up, then corn, rye, etc., separately. I would therefore move as an amendment that we now take up the question of the amendments as suggested by Mr. Eckhardt in the grading of wheat.

The motion was seconded, and carried, and the chair directed the discussion to proceed on the amendments to the wheat grades.

Mr. E. L. Rogers: I move that the discussion on the grades be limited to three minutes.

Which motion was seconded, and carried.

President Reynolds: We will proceed with the discussion. Of course, that does not limit the number of speeches; but we will try to be as lenient as we can, only we must husband our time all we possibly can. Are there any remarks on these amended grades of wheat?

Mr. E. A. Culver, Toledo, O.: Being the father of these Rules, I suppose it is in order to give you the original grades and the amendments. (Mr. Culver read the rule adopted at St. Louis for No. 2 White Winter Wheat.) The change proposed to make this 57 lbs. is purely local, and we of Cincinnati, Toledo and Detroit cannot concur in it, because the rule for the last twenty years in the states of Kentucky, Ohio and Michigan has been 56 lbs. We have to take the consumer into consideration here, as well as the central market man. No. 1 White Wheat is supposed to be the same as No. 2 Red Wheat, and No. 2 White the same as No. 3 Red; No. 3 White the same as No. 4 Red. Why they want to add that pound on the No. 2 White I do not understand. That is one of Mr. Eckhardt's amendments.

Another thing that wants to be considered is that these rules were thrashed out at the last National convention for the better part of three days, and they have been adopted by the great state of Illinois by unanimous vote of their own convention of grain dealers. And I think before we proceed to amend these rules which knock out the grading rules from under all the markets between the Alleghenies and the Rocky Mountains, that the matter be given serious consideration. We are all working under these rules today but Chicago. Chicago is the only one that is not in accord with these rules. We are willing to concede some small amendments, but where these rules do not affect anybody except local markets, I do not think such markets should try to dictate to the balance. I therefore move that the White Wheat Rules adopted in St. Louis be accepted as the grades of this Association for another year.

President Reynolds: I will have to ask Mr. Merrill first if he considers his motion as prevailing under the amendment. This motion, Mr. Merrill, now as amended stands that we adopt the rules as amended as regards wheat. Is that the way you understand it?

Mr. Merrill: My motion included all.

President Reynolds: You accept the amendment then, that we consider wheat only?

Mr. Merrill: Then we are discussing the ques-

tion of adopting it or not adopting it. The amendment to the motion is that we adopt the rules on wheat as recommended by Mr. Eckhardt. The amendment is open for discussion.

Mr. E. W. Seeds, Columbus, O.: Mr. Culver's point is that the rules as adopted at St. Louis are now in force and effect in a large number of markets, and have been adopted by a number of state grain associations, and that being the case any amendment that we may make to them here today abrogates in so far as that action may the rules now in effect in a number of markets, and that for the benefit or at the request of one market.

Now, I think you will all agree that Senator Beveridge this morning made a magnificent argument, an unanswerable argument almost, on uniform grade rules. We have got to get together. Let us not take a step backward, particularly without a thorough consideration of what we are doing. I am very firmly of the opinion that the action this meeting should take today would be to reaffirm the St. Louis action, and stand by the ship as it is now. Our Chicago friends may have some peculiarities and peculiar situations which the St. Louis rules do not exactly fit. I know that our New York friends have some serious objections in their minds to the rules. So we have the individualism again that Senator Beveridge referred to. They have got to come to the majority. We have got to get together or the people down at Washington are going to fix it in a shape that we will not get any inspection at all scarcely. It reminds me of what one gentleman said. He asked a Government officer what his office hours were, and the reply was, "From twelve to one, with an hour off for lunch." A gentleman from Buffalo said to me, "It is almost impossible to get a cargo that has to pass through the Government offices at Buffalo inspected or handled. Their office opens at 9:30, with two hours for lunch, and closes at 4:30."

To my mind one of the greatest misfortunes to the grain trade will be Government inspection. We are going to have it unless we do something ourselves, as Senator Beveridge positively assured us. Now let us vote this motion down, let us stand by the ship. That is the result not of a day's work. How many of you who came in here today knew what the Chicago amendments were until you got here and heard them read by Mr. Eckhardt this morning? What consideration have you given them? What judgment can you form as to the effects that may be reached by them, remote or otherwise? I do not believe, as I said a bit ago, that we can afford to do anything else today except to stand by those rules as promulgated now. They are the result not of a day's work or a month's work, but of years of work. I hope to see this motion voted down and that we will stand where our influence will be increased by giving the impression at least that we knew what we were doing when we adopted those rules. (Applause.)

Mr. Merrill: Mr. President, it appears that some are disposed to view these rules and proposed amendments from the standpoint of exchange rules inspection; while others by force of necessity must view them from the standpoint of state boards of inspection. In Illinois, as you have been told, and as you probably all know, we have a Railroad and Warehouse Commission composed of three members; that Commission formulates rules, and the Chicago Board of Trade can only exercise such influence as it may possess; it cannot control; it cannot dictate; and nobody here today can in any way modify the action lately taken by the Illinois State in formulating the rules as read to you by Mr. Eckhardt this morning. Those rules will stand no matter how much we may all desire to change them to meet the consensus of opinion of this meeting. They will stand regardless of whatever action you may take here today. With respect to uniformity of rules, the amendments as proposed will be the inspection rules in the state of Illinois for at least a year hence, or perhaps longer. Therefore, if it be possible for the gentlemen to concede to these amendments as much as they may in order to accomplish uniform inspection, you can have it in that way, and apparently in no other that is manifest. Chicago does not want to dictate. Chicago being a large market, and the state of Illinois, situated as it is, having more than one market,—the principal markets, Chicago, Peoria and East St. Louis are all to be considered. These rules of necessity are made as they are to meet the receipts that come from a widely diversified territory.

I suppose I have about consumed the limit of time at my disposal and therefore will not be able to discuss these rules in particular. I only want to say that with the exception of the most prominent feature, that relating to Hard Winter Wheat, the spirit of Senator Beveridge's address this morning will be most fully exemplified by concurrence in the amendments proposed to the rules of inspection governing Hard Winter Wheat. That wheat which is tributary to our market is not the poor hard Turkish variety that is grown in the semi-arid regions of the Southwest and going to market through the Kansas City and Galveston outlets. That is entirely a different thing. By reason of climatic influences, that is, more rain, higher tem-

perature, stronger soil, that wheat very rapidly retrogrades, becomes soft and changes in character; therefore these rules should carry with them a notice to the world that any purchaser of wheat in the Chicago market or in the state of Illinois cannot get, by reason of the effect of nature on the product, the same quality of wheat that they can get when grown in the Southwest. There has never been but a short time, and then because of a demand from Germany only, since the variety was grown in this country, that hard wheat has been at any premium whatever over soft. The reverse is true. It is true today and it almost universally is true, and that alone prevents any deliberate mixture of soft wheat into the hard. But through the action of climatic influences, through nature's action, it comes about that a per cent of our hard wheat contains some soft wheat. Therefore in order that we may stand squarely and honestly and with a good conscience before the markets of the world with a rule which shall cover the quality of wheat that we have to offer, it is absolutely essential that we thresh this matter out on lines that good conscience and honesty will ever dictate and which we must not depart from. (Applause.)

President Reynolds: Gentlemen, in order that there may be no misunderstanding I want to explain that I take it since Mr. Eckhardt was called away Mr. Merrill speaks for Mr. Eckhardt and is representing him on this report, as I understand it.

Mr. Merrill: I have the honor of being chairman of the grain committee of the Board of Trade and have worked together with your chairman of the committee on promulgation, Mr. Eckhardt. We have been working shoulder to shoulder for two years for our state board to accomplish this very thing. It is the utmost that we can hope to accomplish. Indeed, it is more than we could reasonably have expected to accomplish.

President Reynolds: When we adopted the rules at St. Louis, and a promulgation committee was appointed to try and get these rules introduced throughout the country, Mr. Eckhardt was chairman of that committee, and he has done a vast amount of work. Therefore, you want to dismiss from your minds if possible any idea of its being Chicago alone when the committee as now represented by Mr. Merrill talks. On the other hand, I want also to say that Mr. Culver, when he speaks, does not speak from the narrow confines of Toledo or Ohio, but as its chairman he represents the National Association of Inspectors. So we are on a broader plane now than selfish localism.

Mr. Culver: If Mr. Merrill will withdraw that motion, I think especially to the Red Wheat, we can concede all that Chicago asks for in the Red Wheat, but not in the White Wheat. And in the hard wheat I do not believe that the millers of this country will stand for 25 per cent of mixture; in fact, state laws south of the Mason and Dixon's line would forbid. The work we have carried on for nine years on our spring wheat rules as promulgated is unanimously endorsed outside of the city of Chicago; yet I see there is an amendment to the Spring Wheat Rules.

On corn Chicago is perfectly right, that white corn should be changed to 98 per cent white for cereal purposes, because the millers have sent written petitions from all over the country asking that that change be made, and asking me to bring that amendment before the convention. I agreed to that in Chicago, and I agreed to these amendments taking out this No. 2 White Wheat; but I did not agree to bring before this convention the admission of 25 per cent of soft wheat into our No. 2 White Hard Winter Wheat, as it requires an entirely different treatment. It is misleading. If a miller wants hard wheat, he wants hard wheat.

He turns right over on his Pacific Coast Wheat and amends it that his Pacific Coast Mixed shall be called "Pacific Coast Mixed Wheat." One would be just as broad as the other. If you can accept 25 per cent in one you can in the other. I think these are the best set of rules that have ever been adopted in this country. They have been adopted by every state millers' association in the United States outside of Pennsylvania and New York. We have had it up with those gentlemen, and the cereal mills there said to me, "If you will make your white corn 98 per cent we will join with you in putting that in force as uniform rules." I think that is a good suggestion on the corn rules; but on this amendment at the bottom, that is entirely a local condition. I do not think it ought to enter into the grade rules at all. What shall be delivered, and what shall not be delivered, each market governs for itself.

President Reynolds: Let us confine it as far as we can to wheat, and try to get that disposed of.

Mr. Culver: I want to oppose Mr. Merrill's motion as it is now before the house, and I will ask for the question. That is the quickest way, to get a vote, defeat it, and settle it.

Mr. Merrill: I suppose as Mr. Culver has been granted a second hearing that I may ask to be heard again?

President Reynolds: We want to have a full expression of opinion.



Mr. Merrill: In respect to the White Wheat, Mr. Culver made the broad statement that we consented to it at St. Louis. On the contrary, we opposed it and voted it down; that is as far as our consent went.

With respect to the Hard Winter Wheat, I have tried to be sufficiently lucid in my remarks to enable anyone to understand me; yet Mr. Culver tells you in fact that it contemplates a mixture. It does not contemplate anything of the kind; it does not contemplate that a man will put any soft wheat into hard, because the soft wheat almost universally is worth a premium, and that alone will prevent it; but in all good conscience and common honesty the State Board of Illinois have drawn this rule because in the growing of hard wheat 25 per cent of it as it comes to the Chicago market takes on the appearance of Red Winter Wheat. It grows that way; it is not put there. We could not consistently call it hard wheat and not have some provision of that kind. It is hard. You cannot under any circumstance, as expressed to us by the State Board of Illinois the other day, have that rule go out to the world that that is the kind of wheat they will get when they come to Chicago to buy. We do not want to mislead a man. Even if we do come to the parting of the ways with this Association on uniform rules we should be obliged to do it in the name of common honesty, not to mislead the people that come to Chicago.

Mr. Ballard: In looking over the changes proposed by Chicago there are but five that appear to have any opposition at all. I am talking now about wheat. In the No. 2 White Winter Wheat it is proposed to raise the standard test weight from 56 lbs. to 57 lbs. In the No. 2 Hard Winter Wheat, No. 3 Hard Winter Wheat and No. 4 Hard Winter Wheat, notwithstanding what Mr. Merrill tells you, the plain language of the amendment is, "And shall contain not more than 25 per cent of Red Winter Wheat." The amendment does not say, "Hard Winter Wheat that resembles Soft Winter Wheat"; but the amendment proposes directly the admission of 25 per cent of Soft Red Winter Wheat into the mixture of Hard Winter Wheat. Now, if the Railroad and Warehouse Commission of the state of Illinois has consented to certain amendments, I can see no reason why they should not consent to other amendments if they are in the direction of uniformity of grades; and if the great preponderance of opinion in the grain trade is that there should be other changes than those that they have already consented to, therefore the change as suggested to No. 2 White Wheat, and the changes on these three grades the No. 2, No. 3 and No. 4 Hard Winter Wheat, and the further change to raise No. 1 Hard Spring Wheat from the minimum test of 58 lbs. to the minimum test of 59 lbs. comprise the five really material changes proposed by Chicago; and for one I would be perfectly willing to accept, so far as weight is concerned, all of the changes they make except those five. So far as No. 2 White Wheat is concerned, I do not care about it, but the big Eastern markets, Toledo, etc., insist that it will hamper their business. Therefore, I can see no reason why the rule as written should not be allowed to stand.

Answering Mr. Merrill further about the character of this Illinois White Wheat, you could not ask a merchant in selling his Illinois Hard Wheat to say that it is Illinois Hard Wheat and that it thus carries with it the idea of some of the characteristics of soft.

Another amendment proposed by Chicago as to the paragraph on page 6 of the present rules which is headed, "Mixed Wheat," reads as follows: "Mixed Wheat: In case of an appreciable mixture of hard and soft wheat, and red and white wheat (except as provided in the rule of hard winter, red winter, white winter and northern spring wheat), durum, and spring wheat, any of them with each other, it shall be graded according to the quality thereof, and the kind of wheat predominating, shall be classed as No. 1, 2, 3 and 4 mixed wheat, and the inspector shall make notation describing its character."

Speaking as a miller, I would offer as an amendment to the motion that has been made, that all of the changes in wheat as suggested by Mr. Eckhardt this morning be concurred in, except that we do not concur in the proposed change raising the test weight of No. 2 White Wheat from 56 lbs. to 57 lbs.; that we do not concur in the changes in No. 2, No. 3 and No. 4 hard wheat admitting 25 per cent of soft wheat; that we do not concur in the change raising the standard of No. 1 Hard Spring Wheat from 58 to 59 lbs.; and that we do not concur in their suggestions to raise the test weight on No. 1 Northern Spring from 57 lbs. to 57½ lbs. That makes six of their changes that I propose not to concur in, but to concur in all the others, if my motion carries.

The motion was seconded.

President Reynolds: This motion will have to come as an amendment of the original motion.

Mr. Ballard: I offer it as a substitute motion.

President Reynolds: Mr. Merrill, do you accept the substitute?

Mr. Merrill: I have no wish to delay the vote on the question.

The motion was then put, but a rising vote was called for by Mr. Rogers.

President Reynolds: All who favor adopting the amendments as proposed by Mr. Eckhardt and as favored by Mr. Merrill will please stand. Those opposed likewise. There are 19 ayes and 32 nays. The motion is lost. Now I will entertain Mr. Ballard's substitute motion. Will you state it, Mr. Ballard?

Mr. Ballard: "Some of these gentlemen are not satisfied with the proposed changes in Velvet Chaff. I do not know what they want."

Mr. W. F. Kelson, Minneapolis, Minn.: We will concede a point more.

Mr. Ballard: The grade on Velvet Chaff as adopted at St. Louis provided as follows: [Weights of 57, 56 and 54 lbs.] Now, gentlemen, we from the Northwest are perfectly willing to increase the test weight on Velvet Chaff one pound; but Chicago proposes to increase No. 1 Velvet Chaff from 57 to 61 lbs.; No. 2 Velvet Chaff from 56 to 59 lbs.; and No. 3 Velvet Chaff from 54 lbs. to 55 lbs. Now I understand the gentleman desires to have included in my motion that the grades on Velvet Chaff be raised one pound per measured bushel from what they were as adopted at St. Louis. Therefore my motion will read, that all the changes proposed by Mr. Eckhardt be concurred in except the following: That we do not concur in the proposed increase of the weight of No. 2 White Winter Wheat from 56 lbs. to 57 lbs.; that we do not concur in the admission of 25 per cent of Red Winter in No. 2, No. 3 and No. 4 Hard Winter Wheat; that we do not concur in the increase in test weight from 58 to 59 lbs. in No. 1 Hard Spring Wheat; that we do not concur in the increase from 57 to 57½ lbs. in No. 1 Northern Spring Wheat; and that we do not concur in their proposed changes in Velvet Chaff; but that we do agree that the test weight on the various grades of Velvet Chaff Wheat may be raised one pound. Is that understood?

Mr. Reynolds: You have heard the motion. Are there any remarks?

Mr. E. L. Rogers, Philadelphia, Pa.: It is most unfortunate we have not before us in typewritten form the changes proposed by Mr. Eckhardt. For my part I do not know whether there was any change in No. 2 Red Winter Wheat or not. The gentleman from St. Louis says that we are only to make certain changes from Mr. Eckhardt's report. What I want to know is what Mr. Eckhardt's report was.

Mr. Culver again read the changes as proposed in Mr. Eckhardt's report.

Mr. Merrill: Those test weights on Velvet Chaff Wheat have been very carefully studied and made up out of the receipts of wheat. It was the state of Illinois that rejected those rules. They have been adopted by Minnesota. The gentleman from Minnesota told us last year they did not weigh their wheat, that it was so enormously heavy they did not have to weigh it. If they weighed it they would concede all that we asked of them.

Mr. Kelson: Get down to fundamental principles as to the commercial value of wheat on the evidence that we get from all sides. And on that basis I challenge any man to produce a better set of rules than the Minnesota inspection has. I will grant that Velvet Chaff should have an increase in test weights. We handle 200,000,000 bushels of grain; 160,000,000 bushels of wheat passes through our hands going in, and nearly all of it we handle going out. Two hundred and fifty men are under our jurisdiction. We represent something; and more than that, gentlemen, we represent the man here whose name I have not heard since I have been in Indianapolis, and that is the farmer, the producer—the empire builder. Newspapers and senators tell us that you have to conserve the forests, you have to conserve the water; you have to conserve the land; you have to get the farmer back to the soil; we go back to Minnesota, Dakota, South Dakota, Montana—a whole empire back there—and are we to tell them that we have come down here to Indianapolis and raised the standard of their hard wheat? I know—and I know it from the book—that there is a lot of No. 3 wheat that is commercially better than No. 1 hard wheat. I am not quoting from books, I am quoting from hundreds of chemical tests and flour tests on wheat. We were called on the curb last winter by the legislature of Minnesota by resolution, and asked why we had put on the black-list Velvet Chaff Wheat. We stood the test of all their investigations. We recommended to the legislature of the state of Minnesota the establishment of a laboratory. We went on the premises that the commercial value of wheat and not the physical appearance of it should be the unit of value. We go on the proposition that the farmer and the miller are going hand in hand one with the other. The farmer is part of the miller, and the miller is part of the farmer. Together they will work out the great problem.

When I heard Senator Beveridge speak today my heart swelled; and when he spoke of the Golden Rule I thought, "Don't you forget the farmer!" It is not many years ago when it was thought that the

farmer did not know anything; but you talk to them today. They have got the daily papers; they have the telephone. The old days have passed away. You will hear from the farmer; and if you gentlemen here today dare to raise these standards I know what will follow. I am not speaking boastfully, or in that way; I am speaking from actual knowledge and experience. I have farmed thirty years on the prairies of the northwest, and I know the farmer, I know the miller, I know the grain men.

If my shadows are turning to the eastward, I will always take off my hat to the farmer. I would not leave this convention today without putting in my protest against any such action as raising the standards of this magnificent wheat that is known all over the world for its high commercial value. I thank you. (Applause.)

Mr. Tyng: Mr. President, it is evident that we will not get absolute uniformity; but is not approximate uniformity much better? As far as I understand the motion, it accepts over one-half of the amendments offered by Mr. Eckhardt and leaves a portion of them not adopted. That will leave us much nearer uniformity than a year ago. In going over the formal amendments I think there is no question but that this meeting will adopt the Chicago amendments on coarse grain, and thus it will leave us very much nearer our goal than we have been here. For that reason I say that while absolute uniformity is not here practical uniformity is. I favor the resolution.

President Reynolds: Regardless of whether this motion is carried or not, I would counsel caution in this matter. I would also counsel further the generosity of believing that these men want to do the right thing. If this motion prevails, we will have conceded largely what the Illinois Commission asks, and it seems to me by going to those people with a good strong committee, and putting up to them the reasons that impel us here to reject part of their proposition, it might at least put us on grounds to trade with them looking toward final compromise and getting together. It seems to me, after listening to what the last gentleman has said, that extreme caution is necessary; yet I think the fact that we may put one point more on the grade of wheat, or take one point off, does not necessarily take a cent out of anybody's pocket. Yet the danger that it may be said that we are trying by some process of legerdemain to take money out of the producer's pocket. I want to say that it is the thing that is farthest from the mind of any man in this hall.

I would like to hear further remarks on this motion, if there is anything to be said. All I want to keep before you still is, that it is up to you. That has been drummed into your ears for the last three years, and as was said this forenoon you have to accomplish uniformity on over 300,000,000 bushels of grain that you handle yearly. There are irregularities proposed now on about 250,000,000. You have gone past the half-way mark; I certainly believe that the spirit of compromise ought to prevail sufficiently to have us get pretty close together, and then have a good strong committee appointed that will get us all together.

Mr. Beatty: So far as New York is concerned, I think that a strong committee such as you recommend would be a benefit. Chicago comes here with amendments to the inspection grades. We have not heard from Philadelphia or Baltimore. I suppose they will want to amend the inspection. I think the only way you can get results is to have that strong committee go and visit those markets and accomplish what you desire.

Mr. E. M. Wayne, Delavan, Ill.: It seems to me that we are approaching the goal. Three or four years ago we had the first Grade Congress in Chicago, and there seemed to very wide difference of opinion. Now we are getting it sifted down to a difference in about five grades. Is that right, Mr. Culver? Five. It seems to me that we are doing pretty well. If in order I would move that the chair appoint a committee to confer with the Railroad and Warehouse Commissions of Illinois and Minnesota. I understand those two states are the only two states where the grades are under the supervision of railroad and warehouse commissions.

Mr. Culver: Missouri and Kansas, too.

Mr. Wayne: The committee could also confer with the different boards of trade on some nearby date, and see if they cannot get together on this proposition, as there are only five different grades to contend over. I make that as a motion, Mr. Chairman, if it is in order.

President Reynolds: I will have to declare that out of order until the other motion is disposed of. I will be glad to entertain it then.

Mr. Wayne: All right, I will reserve it.

Mr. H. W. Kress, Piqua, O.: If that motion should prevail, I am willing to withdraw my second to Mr. Ballard's motion if you want to appoint a committee; otherwise that will have to be acted upon.

President Reynolds: I would prefer to decide on the motion whether we would want to adopt half of those recommendations.

Mr. Culver: I think Mr. Kress is making a mis-



take. I think we do not want to adopt those rules until we can send a strong committee out and let them bring a report into the National organization as to what concessions are necessary to bring about uniformity.

President Reynolds: I will accept the withdrawal of the second, and that leaves nothing before the house. You insist upon your motion, Mr. Wayne?

Mr. Wayne: Yes, sir, if there is a second to it.

The motion was seconded.

President Reynolds: In order that we may not get mixed up, I will say that if I understand it Mr. Culver is insisting on adopting all we can, and leaving the balance unadopted. That will be the result if Mr. Ballard's motion prevails.

Mr. Kress: I understand that if I withdrew my second that we would not get a vote on it. I think I had better let my second stand.

President Reynolds: I think that is wise. We will consider that motion or we will be getting into deep water in a moment. Now, we will vote on this question. Gentlemen, remember if you adopt the motion made by Mr. Ballard you simply accept part of the recommendations proposed by Mr. Eckhardt which are acceptable to the chief inspectors. You simply leave five points on wheat that are to be referred to this committee that it is proposed to appoint. I recommend the adoption of the motion but I am only at your service. Are there any other remarks?

Mr. Wayne: That was my idea—to adopt the amendment as presented here and then that would only leave five to vote on. We have gone that far—only five to vote on.

After some desultory debate to inform members as to the nature of the motion before the house, the original motion as made by Mr. Ballard was read by the stenographer.

President Reynolds: You simply get rid of part of the trouble, and leave the rest of the trouble on this committee. If you vote aye on this motion you simply accomplish that. Now are there further remarks? If not, all in favor of Mr. Ballard's motion will signify in the usual way; contrary, likewise.

The motion carried.

President Reynolds: Now, gentlemen, you have just simply set your seal of approval on certain facts and have left the other things to the committee to thresh out. Now, what is your further pleasure as to Mr. Eckhardt's report on the other grades? Let us push along as rapidly as we can.

Mr. Tyng: I move that all the recommendations in regard to corn and oats as made by Mr. Eckhardt be concurred in.

The motion was seconded.

President Reynolds: Now we will hear what they are.

Mr. Culver then stated the changes, and said: They are acceptable to the millers and the producers. It is a good rule I believe that we are to give the men the say on this white corn that use it for cereal-making purposes. They cannot make perfect goods with a mixture of 5 per cent. They ask that we raise that from 95 to 98 per cent, which would bring the great states of New York and Pennsylvania into line on the adoption of these rules.

President Reynolds: I will ask if there is any misunderstanding on this motion? If not, I will put the motion.

The motion carried.

President Reynolds: We are getting along. We have reached uniformity on oats and corn—done so easy that we did not know it. Now on barley?

Mr. Culver: There are no changes proposed on barley and none on rye.

President Reynolds: What other changes are proposed?

Mr. Culver: No changes, only new grades to add on Milo-Maize and Kaffir Corn, which were read.

President Reynolds: Gentlemen, are there any objections to these new grades?

Mr. Merrill: These were not included in the rules passed at St. Louis last year. We have taken these rules bodily from the Kansas City and Southwest markets. I do not think there is any use in taking time to read them over. Nobody contests them. They might as well be adopted in their entirety. Mr. Culver overlooked the fact that there is an addition to the Sample Grades as adopted at St. Louis. (Mr. Merrill then read the proposed change in Sample Grades as heretofore given.) We put in the word "badly" before the word "damaged." Having used the word damaged in the rule before we qualified that by saying "badly." Then there is a change in the wording of the paragraph beginning "Notice." (Reading the same as before given.) We have placed the words "or otherwise improperly loaded" at the end of the first sentence instead of in the position where it was before; so that it will place the penalty where it properly belongs, being simply a little better construction of the rule, although it does not materially change the reading of it. So that when the motion is made to embrace the Kaffir Corn and Milo-Maize rules, I would suggest that it include these changes also.

President Reynolds: Is there any objection?

Mr. Culver: No objection so far as I am concerned. I would move that the amendment to the Sample Grades be also accepted.

Which motion was seconded and carried.

Mr. Culver: I move that the grades of Milo-Maize and Kaffir Corn that have been asked for by Kansas City and Chicago and Oklahoma be accepted as the rules of this Association.

Which motion was seconded, and carried.

Mr. Merrill: Chicago has had a rule as to the inserting of the word "new" for many years—I believe ever since there have been inspection rules in Chicago—and Chicago is the mother of the inspection question, I believe. I was told once that Baltimore had inspected grain before we did, but I will not take up time with that now. Chicago proposes to add this paragraph: [Refers to word "new" above quoted.] This change shall be construed as establishing new grades for the time specified, to conform to the existing grades of grain in all particulars, except the distinctions hereby established between the new and the old crop, and shall apply to grain inspected from store for two months after the time respectively above specified. Now it is absolutely essential that in Chicago we have this rule, because our railroad and warehouse law requires these various grades to be stored separately, and we could not possibly depart from that without amending the state law, which has been in force many years and has been found very useful and beneficial, and there would be no disposition to resist any attempt at that amendment. I move that that be adopted.

The motion was seconded and stated by the chair.

Mr. Culver: I contend that that rule is a rule that governs the Board of Trade. I contend that it is something that this convention has nothing at all to do with it. I contend that it is a local consideration. In all of our rules we have no such rule as a "new" rule. I will venture to say that there are not very many exchanges that have it. As long as the qualification of the grade is there it does not make any difference whether it is new or old. I do not think that that should be a matter of consideration by this convention unless it is put into the book of rules after being sent to the different exchanges for adoption. Chicago can accept it if she chooses but as to the interior exchanges I do not think that there is any of them that have it.

Mr. Beatty: It is a very important change, for the reason that the foreign buyer stipulates for new corn.

Mr. Tyng: We use it. The only question in my mind that arises is whether it is not a matter that should be left to each exchange to adjust for itself and make any resolution to cover the case.

President Reynolds: During my experience on the arbitration committee in Indiana a few years ago we had a number of cases where the question of new or old was the main question. This rule certainly can do no harm. I do not like to differ with my old friend Culver, but it certainly cannot hurt anything, and if they want to put it in there, all right; but we in the country like to know what the rule is when we are selling our stuff. I know of a case where No. 2 White Oats were sold in June, and on account of scarcity of cars not shipped until August, and the shipper insisted that his new white oats ought to fill the bill. I cannot see, Mr. Culver, where it will hurt anything for this Association to have rules by which its arbitration can always be measured, and by which we will know positively all the time whether we are dealing in new, or old stuff. It is only another detail of the inspection, and cannot certainly hurt anything.

Mr. Culver: I think there is nothing to prohibit this Association from putting that in the book of rules if the National Association wants it in the book of rules; but I do not believe it ought to go in under the grade rules when it is not used in more than half the markets. It is purely a local condition. You will find that they continually call for new and you will never get rid of your old oats. There are years when they will demand old wheat in preference to new. In the last year we had to carry over a lot of old grain away along into the summer, and it caused all kinds of trouble. I think that ought to be left to local conditions.

President Reynolds: Won't you admit that by having it definitely understood you will eliminate all confusion on the part of the country shipper?

Mr. Culver: Our rule says that it does not make any difference whether it is old or new; if it is good enough for your grade and comes up to the requirements, then that is all that is necessary, unless it specifies that it is bought by the Eastern buyer in the other way.

Mr. Seeds: If we indorse that "new" proposition, if you sell No. 2 Oats for September delivery, and ship No. 2 new not specified in your contract, where are you? Suppose you sell rye for August delivery and ship new rye?

Mr. Merrill: New rye is delivered on contract in our market.

Mr. Seeds: That is not in your rules. I have discovered that dealers stick to the rules; not what somebody says, but what is in the rule.

Mr. Merrill: It does not apply to corn at all.

Mr. Seeds: If Chicago wants to adopt a defini-

tion for new and old, if any of us trade in Chicago we will abide by their rules as a matter of course; but I do not believe it is good policy for shippers in general, and for this Association in particular to take that matter of "new" up. If our shipment complies with the conditions of the grade, whether it was raised in the year 1901 or 1910 I think it ought to fill contracts for the next year, if we well by grade.

President Reynolds: If there are any other remarks we will be glad to hear them now (cries of "Question!"). You understand the question now if it prevails it fixes the time limit for describing grain as new or old. All those in favor, etc. I think the ayes have it. The ayes have it.

A rising vote was called for by Mr. Culver, and resulted ayes, 26; nays, 22.

President Reynolds: The ayes have it and the motion prevails by a majority of four. Is there anything further now on Mr. Eckhardt's report? If not, we will pass along, gentlemen, we want to get on as rapidly as possible.

Mr. Wayne: I move that the chair appoint a committee of seven to confer with the several boards and railroad and warehouse commissions of the different states that have control of inspection, and see if they cannot adjust the differences that prevail at the present time in the uniform grade rules.

President Reynolds: Gentlemen, you have heard the motion, that a committee of seven be appointed to continue the work for the promulgation of the rules as now amended.

The above motion carried.

## NATIONAL COUNCIL OF COMMERCE.

President Reynolds: I will leave the appointment of that Committee to my successor. We will now hear from the National Council of Commerce—Mr. E. M. Wayne, Delavan, Ill. (Applause.)

Mr. Wayne spoke as follows:

I would like to say in the beginning of my remarks, which of necessity will be brief, since this subject is entirely new to me as well as to the general public, that I shall quote frequently from articles I have read from the Hon. Oscar Straus, former Secretary of Commerce and Labor, who, I believe, was the first person to suggest such an organization.

The first annual meeting of the National Council of Commerce was held in the office of the Secretary of Commerce and Labor, in Washington, D. C., December, 1908, with the view of developing the most practical plans for rendering his department of greater service to the commercial interests of the country, through the establishment of closer relations between it and the commercial bodies of this country. At this meeting it was decided to form a National Council of Commerce, and a tentative plan of organization was adopted. This plan provides that the National Council of Commerce shall be composed of one representative from each of the commercial and industrial organizations of the country.

The committees which the chairman was authorized to appoint to study, analyze and report upon various important subjects, some of them far-reaching, have already been announced and most of them are already at work. These committees are as follows: (1) Foreign commerce; (2) to co-operate with the Secretary of Commerce and Labor in extending the influence of his department; (3) to study the subject of coastwise shipping; (4) to study the recommendations made by the Secretary of Commerce and Labor in his reports, dealing with the subject of mail communication with South American countries, Australasia and China, as well as with non-contiguous territories of the Pacific Ocean; (5) on conservation of the natural resources of the country; (6) on waterways.

No such body as this, having the subjects in view to which I have already referred, has ever convened in this country. We have had various conferences and congresses of merchants, business men, and manufacturers at different times, but they have been spasmodic and temporary. The purpose of the National Council of Commerce is something quite different. This is the era of organization, of bringing the mighty forces together, for the purpose of carrying out policies and principles and working practical results.

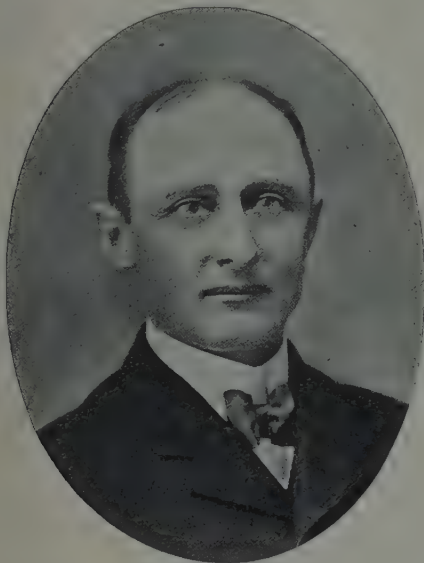
Our Congress has seen fit to pass a law establishing a Tariff Commission whose duties are to investigate the needs of the various interests of the country, and see whether the tariff should be raised or lowered and if so, when, how much, and how often. Why cannot this Council of Commerce become as important a body in the commercial world? Their duty would naturally be to assist our various industries in opening new markets throughout the world for their manufactured goods.

The Panama Canal is rapidly going forward to completion. Our relations with the twenty republics to the south of us, with a population of twenty millions, and a foreign trade of about two thousand millions, of which we only have about 23 per cent, is a matter of great import to the commercial interests of the country. In order to win our share of the trade, we must have better shipping and postal facilities with these countries, and we cannot expect to get our proper share of that commerce if it has to go twice across the Atlantic Ocean to reach these Central and South American markets. The question, therefore, presents itself, How can we best, in the most practical manner, bring about better shipping facilities? This is not a political question. It is purely a commercial question.



Many of these questions have fallen into partisan lines. They are not partisan at all, and would not be so regarded if they were properly taken up by the commercial bodies of the country. I know of no body of men who are better able to advise our law makers upon this and many other questions of national interests than a body such as the National Council of Commerce, representing the entire commercial interests of the country.

While our leading commercial rivals treat purely commercial questions from a commercial standpoint, we persist in treating such questions from a political and partisan standpoint. Whatever justification there may have been in the years past for such an unbusinesslike attitude towards actual business questions, the extension of manufacturing, formerly confined to the Northern and Eastern States, throughout the South and West has unified and nationalized our economic interests. There is no longer a "Solid South," certainly not commercially, and when this is



E. M. WAYNE, DELAVAN, ILL.,  
Member National Council of Commerce.

fully realized, as it is now beginning to be understood, there can no longer be a "Solid South" politically. The unifying influences of the economic interests of our country are fast obliterating not only sectional but also state lines in respect to all questions that affect the commerce and industries of our people as a whole.

The commercial organizations in Great Britain, Germany and France, our chief commercial rivals, have found it not only advantageous but necessary to co-operate effectively with their respective governmental agencies, and on the other side the governments of those countries have found it most helpful, in order to advance their commerce, to co-operate with and be in constant touch with their commercial organizations. The result is that in such countries, when the government makes a move for the purpose of protecting commercial interests, the officials are in advance fully advised what the various commercial interests require and demand. How can you expect your law makers, your senators and representatives in Congress, who come from widely detached districts, to have an adequate understanding of the varied commercial interests of this great country and of all its different industries, unless there is some sufficiently representative agency qualified to advise with them, and with the departments of the government having to do with the commerce, as to the requirements of the diversified interests of the country throughout its several sections?

The following is what the Council of Commerce stands for:

To receive reports and communications from commercial and other bodies as to their needs in the promotion of foreign and domestic commerce.

To receive and act upon information and suggestions from the departments of the United States Government of interest to the business world.

To furnish the Secretary of Commerce and Labor and other representatives of the United States Government with authentic information as to the needs and conditions of different industries.

To suggest special investigations abroad by agents of the Department of Commerce and Labor.

To act as an intermediary between that and other departments of the United States Government and the commercial trades bodies in arranging for the representation of American products at international exhibitions.

To confer with the departments of the United States Government with a view to promoting the trade interests of the country.

To confer with the Secretary of Commerce and Labor regarding legislation necessary to promote foreign and domestic commerce or adequately to equip his department for such work.

To promote friendly co-operations between commercial organizations throughout the United States.

Mr. Kress: I move that Mr. Wayne's paper be accepted, spread upon the minutes, and a vote of thanks returned to the writer.

The motion carried.

## UNIFORM BILL OF LADING.

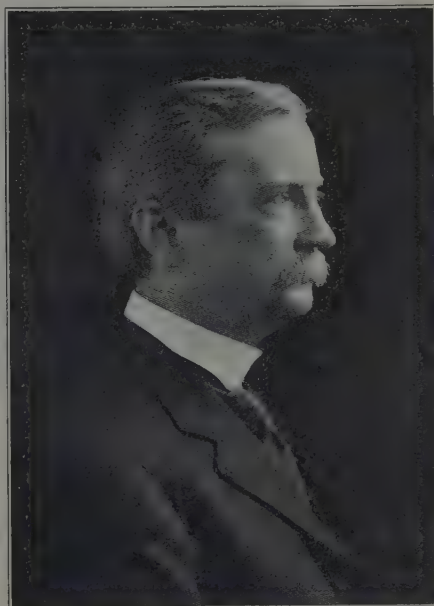
By request of President Reynolds First Vice-President Tyng now took the Chair, and introduced the next speaker, Mr. Charles England, Chairman committee on uniform bill of lading, Baltimore, Md., whose report follows:

The convention held at St. Louis last year adopted resolutions concerning the Uniform Bill of Lading, which, in a general way, stated the position of the grain dealers in reference to the same. Copies of these resolutions were ordered sent to the Interstate Commerce Commission, and to other organizations having the Bill of Lading under consideration.

Since then your bill of lading committee has had under consideration the action of certain carriers who declined to allow inspection of grain at points where it had previously been customary, and after considerable correspondence, this order was, in some instances, modified; but the principal work of your committee was to impress upon shippers the importance of having bills of lading drawn to allow inspection by duly authorized parties without the presentation of the bill of lading. With this exception, there has been no occasion for action, as the trade generally has been following the suggestion of the Interstate Commerce Commission, that the Bill of Lading be given an honest trial.

It is probable that, should a circular be addressed to those engaged in the grain business asking whether the so-called "Uniform Bill of Lading" was satisfactory, many would reply in the affirmative, for the sole reason that it has not yet been fully tested, assuming that because direct losses have not been met, the bill of lading is all that could be desired.

It is true that in many respects the new bill of lading is an improvement over the old forms. Be-



CHARLES ENGLAND, BALTIMORE,  
Chairman Committee on Uniform Bill of Lading.

ing of uniform size, color, and generally less loosely drawn than the old makeshifts, it has been more easily handled by the grain trade, also by the financial institutions, who are now so largely called upon to deal with these documents.

The grain trade, however, should only regard the bill of lading as in use and not as having been put to a real test, because sooner or later the carriers will enforce all the conditions and to their full limit. The fact that an order has been issued, effective October 1st, providing that on all claims for loss or damage there shall be an allowance of  $\frac{1}{4}$  of 1 per cent for natural shrinkage is, on that date, making operative one of the conditions of the bill of lading, and unless the enforcement of this and other unreasonable conditions is met with earnest protest, the carriers will from time to time impose them upon shippers just as they may consent.

It is not the purpose here to refer to the financial status of the Uniform Bill of Lading, as this phase will be fully and ably discussed by another member of the committee; but it is intended to impress upon you the necessity for Congressional legislation, which, we believe, is the only way to obtain a bill of lading fair alike to all interests. This the trade wants, and has a right to demand, and sooner or later the carriers will be required to adopt a form of bill of lading which is at least a reasonable contract. This Association has had great influence in these matters in the past, and it should not relax its efforts in the future.

This bill of lading is a forced contract. The shipper is not consulted in regard to its conditions, and must sign it because he cannot help himself, although he may or may not be fully aware of its objectionable features. A year ago your attention was called to the conditions exempting the carrier from liability for losses under the undefined clause "discrepancies in elevator weights." Also from loss by fire after forty-eight hours' notice of arrival; and for loss or damage, or delay occurring while the property is stopped or held in transit upon request of the shipper or owner. The provision that claims for loss should be based upon invoice prices at point of shipment is manifestly unfair and unreasonable,

as the real value of merchandise is the cost of replacing it. There is also the provision that claims for loss, or damage, or delay, shall be made within four months after the delivery of the property. These are some of the objectionable features.

Upon the face of the bill of lading is a clause which states that the goods are received subject to the classifications and tariffs in effect on the date of issue of the bill of lading. This allows the carriers at any time to inject in their classifications unreasonable conditions, and to nullify any of the conditions printed upon the bill of lading; therefore, this paragraph should be eliminated. In the first bill of lading proposed there was a 20 per cent penalty clause, but it was so strenuously opposed—being an unreasonably high rate of insurance—that it was not inserted in the present bill of lading; but the carriers have put a rule in the classifications providing for a 10 per cent penalty, in the way of advance in rates, which shows what may be attempted under this clause. This rule is unreasonable and unjust; it is said to be unlawful also, as it provides for two rates of freight for the same service.

Complaint has been made that some carriers stamp or write conditions upon the face of the bill of lading, thereby either nullifying some of its provisions or else making conditions not contemplated and to which the shipper should not be required to give his assent in writing.

The Interstate Commerce Commission in its report on the Uniform Bill of Lading simply recommended its adoption, stating that it did not undertake to prescribe this bill of lading and order its adoption because it was convinced that such an order would exceed its authority, and it is therefore evident that there is no general authority, outside of Congress, to create and enforce a Uniform Bill of Lading to be used in interstate commerce. There was introduced in the last Congress a bill prepared by the General Counsel of the American Bankers' Association, and upon which a number of hearings were had before a sub-committee of the committee on interstate and foreign commerce of the House of Representatives. This measure should have your indorsement; but it has principally in view the safety of bills of lading as negotiable instruments, and what is equally important to you, is a proper care of your property while in the hands of the carriers, and that they should at least be held to their common law liability. Congressional legislation is the only means of securing the rights of the shipper; and this Association, either of itself or in connection with other similar organizations, should advocate a measure for a Uniform Bill of Lading which will be fair to the carriers and will guarantee to the owner of the property his full rights; and at the same time be such a document that the financial interests of this country can handle it with absolute confidence.

As stated, present conditions imperatively demand that Congress prescribe a form of bill of lading, in



J. W. SALE, BLUFFTON, IND.,  
Author of Paper on Uniform Bill of Lading.

the interests of both the owners of the property and the carriers; but it should be borne in mind that in legislation upon this matter, Congress ought to legislate fully, and enact a complete code, unless by passing an act dealing with this matter it may thereby nullify all the law, statutory and judicial, of the various states, upon the subject.

Mr. E. C. Bowne: I move that Mr. England's report be accepted and spread upon the minutes.

The motion carried.

## A BANKER'S VIEW.

President Reynolds now resumed the Chair, and introduced Mr. James W. Sale, President Indiana Bankers' Association, Bluffton, Ind., to speak upon the subject "Uniform Bill of Lading from the Bankers' Standpoint."

Mr. Sale: While I am not actively in the grain trade, I want to tell you that I feel very much at home with the Grain Dealers' National Association.



It is a pleasure to be here today. In explanation of this paper that I am going to read I want to say that the short time in which your President gave me to prepare it found me very actively engaged in other matters, and I am really ashamed of the production.

Mr. Sale continued as follows:

In the year 1903 a number of Eastern railroads through a committee undertook the work of preparing a bill of lading from which could be adopted by railroads generally, being uniform in its size, color, conditions and requirements.

As the work progressed the committee found opportunity to make some radical changes in the stipulations of the contract, which naturally were in the interest of the carrier. For many years before that time most carriers had used forms so worded as to release them from liability for delay, damage or loss on freight in transit, but were unable to enforce the terms of their contract on account of adverse decisions by the courts, it having been held repeatedly that the carrier could not vitiate its common law liability except by a specific contract with the shipper. So the committee provided that the shipper must sign the bill of lading, agreeing to its conditions, thus making him a party to the contract and subject to all of its stipulations. The committee also provided in the new form that the shipper might elect whether he would accept the conditions and have his property carried subject to the uniform bill of lading conditions at the regular class rate, or whether he would have his property carried, not subject to the printed conditions, but at the carrier's liability, at a rate 20 per cent higher than the established class rate.

The committee, also to avoid the laws of certain states, arranged to have the words, "Not Negotiable," printed on the face of the new form.

The work of the committee was completed, the form was adopted by railroads in Official Classification Territory and the uniform bill of lading was to have been put in circulation January 1, 1905; but in the meantime the antagonism of the shipping interests of the country had been aroused through the medium of various shippers' organizations with the Illinois Manufacturers' Association leading.

A conference was called and held in Chicago in August, 1904. About seventy-five organizations were represented, among them being the Grain Dealers' National Association, which has ever since been in the fore front of the battle for a fair and just bill of lading form.

At this time an organization was formed and named the American Shippers' Association which at once took upon itself the work of opposing the adoption of the new form by complaint to the Interstate Commerce Commission. The Commission ordered an investigation, and a hearing was had early in December, 1904. It appeared to the Commission that the matters in question were a proper subject for negotiation and settlement between the various conflicting interests, and upon the suggestion of the Commission a joint committee of shippers and carriers was appointed to formulate a suitable bill of lading and report the same to the Commission. This committee held numerous meetings and gave the matter much serious consideration until June, 1907, when they agreed on a report and submitted a bill which had been approved by the original petitioners and practically all carriers in Official Classification Territory. The Commission afterwards gave opportunity at two different hearings for objections to the form proposed, resulting in some slight alterations and later recommended its adoption on September 1, 1908, by all carriers, subject to the act to regulate commerce; and the form recommended is now in general use.

There are still some objectionable features to the uniform bill of lading from the shipper's standpoint which it is unnecessary for me to enumerate in this paper, as you are already familiar with them and my mission is to discuss the document from a banker's standpoint. Suffice it to say, that while the bill of lading in use today is not perfect, it is so far ahead of the old forms that we have reason to rejoice that a great step forward has been made to the advantage of the shipping interests of the country; and credit for this advanced position in the means of distribution of the products of the country is due entirely to the work of organizations such as yours.

Today as a direct result of your efforts we have a distinct and distinguishable form of "order" bill of lading which contains most of the essentials of a negotiable instrument, safeguarded to some extent against fraud in the manner in which it must be drawn, and clothed with a dignity which its importance demands, but which it has not heretofore possessed. But from a banker's standpoint, it still lacks some elements that it should possess to make it a safe negotiable instrument to be used as a collateral for credit.

About the year, 1870, order bills of lading began to be used by shippers as a means of shipping commodities from one part of the country to another, with the consignor holding title to the property until the goods were paid for wholly or in part by the consignee by means of a draft attached to the bill of lading which was deliverable to the consignee only upon payment of the draft. Banks soon began to make advances on such papers, considering them good collateral. The custom grew by leaps and bounds, and there soon became the almost universal method of financing the great agricultural crops of the country, as well as many other important commodities. Its importance can be seen by its value at this time, when it is estimated that more than three billion dollars worth of our products are annually financed in this way, and its importance as a means of credit and exchange is so vast and far reaching that it demands all of the safeguards that can be thrown around it to make it a safe and stable security to all concerned. Prior to 1890 these

collaterals were handled by the banks of the country with comparatively small losses, but as the use of the order bill of lading became more general, the carriers grew careless in their issuance, fraud became easy and rascals began to use their opportunity to obtain money on bills that were forged, altered, spent or wholly fictitious. By 1900 the annual losses were counted by hundreds of thousands of dollars; then the American Bankers' Association took up the matter with a hope of establishing reforms that would protect its members and customers. Unfortunately, it had not joined its issues at the beginning with the American Shippers' Association, and when it sought a hearing before the joint committee of shippers and carriers provided for by the Interstate Commerce Commission, it was refused admission and was not allowed to participate in the deliberations of that committee. Failing to get a hearing before the committee, it then turned its attention to Federal legislation, following the idea that had been in minds of bankers all over the country for some time, viz., that a document so far-reaching and important as an instrument of commerce should be clothed with the authority of law. During the same year and for the first time, the Cannack amendment to the interstate commerce law had made it obligatory upon the carrier to issue a bill of lading at all. A number of suggestions made by the bankers' committee to the Interstate Commerce Commission after the joint committee had concluded its labors were adopted, but the order bill of lading still lacked some essential elements to make it a proper negotiable instrument. The committee at once prepared an amendment to the rate bill just referred to, covering necessary congressional legislation which in the judgment of its counsel could not be covered by contract provisions in the bill of lading. This bill was introduced into Congress early in 1908 and was given much attention by the house committee on interstate and foreign commerce. Four hearings were had and a subcommittee appointed to continue study of the matter, which is still pending. The bankers' committee has continued its work and will have some valuable amendments to offer at the proper time. It is confidently hoped that the next session of Congress will act upon the matter and enact legislation that will make order bills of lading as safe as other collaterals, at least. Some of the reforms sought are such as the Interstate Commerce Commission have already recommended, but which it cannot enforce by law.

The following provisions are incorporated in the pending bill:

1. Defining an order bill of lading and requiring its issue upon a distinctive form.
2. To cover its transfer, either by endorsement or delivery, or upon delivery without endorsement, defining the rights acquired by the transferee to the title of the property, and the contract rights contained in the bill.
3. Imposing a fine or imprisonment penalty upon the shipper for fraudulently negotiating bills of lading.
4. Imposing upon the carrier the duty of requiring surrender and making cancellation of the bill upon delivery of the property described, or making endorsement on the document in case of partial delivery.
5. Prohibiting the issue of false or fictitious bills of lading by the carriers' agent and imposing a fine or imprisonment penalty for violation.
6. Protecting the carrier from liability where goods described in an order bill of lading have been misrepresented without fraud, or reasonable care on the part of the carriers' agent.
7. Providing that insertion in order bill of lading of name of party to be notified on arrival shall not limit or affect the rights of the transferee.

While it is true that some of these provisions are already incorporated in the forms now in use by agreement between shippers and carriers (liable to be abrogated at any time), it is not sufficient. "No mere regulation or practice in respect to the form of bill of lading is adequate to cure the infirmities of the bill as a bankable security or instrument of credit," and bankers who have been subjected to tremendous losses in the past in the handling of this class of credits are entitled to such protection as the law can afford them without injustice to the carriers!

The bill of lading committee of the American Bankers' Association are also engaged in an earnest effort to have enacted in the various states uniform legislation on bills of lading. An act has been drawn which will be presented in due time to all of the state legislatures defining straight and order bills of lading, requiring surrender of order bills and providing certain penalties for frauds. This bill became a law in several states last year and will be pushed in others during the coming winter.

There are twenty-three states that already have statutes affecting bills of lading. Some are obsolete and vague in their meaning and conflict with other state or National laws. Conflicts of decision are constantly arising on account of the varying statutes, all of which make it desirable and imperative that uniform state laws be speedily enacted.

The co-operation of the shipping interests of the country in securing much needed legislation, both federal and state, is much to be desired; and without doubt a united effort upon the part of the allied shipping and financial interests will result in the one thing yet needed to make the order bill of lading a safe means of credit and exchange commensurate with its importance for facilitating the movement and distribution of commerce, and that is the authority of law.

Although the bill of lading question has been before the public for several years, and notwithstanding the fact that distinct advantages have been gained by its issuance in its present form, neither carrier, shipper nor banker will be properly and fairly served until Congress shall have assumed

what is clearly its right and shall have written into its laws a clear definition of the rights, obligations and duties of each and all of the parties connected with the issue and final surrender of a negotiable bill of lading.

Aside from his paper, Mr. Sale remarked that not long ago a case occurred where some corn was shipped to a Southern point and arrived in damaged condition. The courts of Alabama held that the banker—who was the only responsible party in the whole deal—was liable for the inferior grade of corn as delivered.

Mr. G. L. Graham, St. Louis: May I ask the gentleman, if it is a fair question, who was it that suggested or allowed the words "not negotiable" to be printed on the face of the bill of lading? Was that action taken by the railroad authorities, or by the American Bankers' Association?

Mr. Sale: That action was taken on the part of the railroads and was the first signal of danger to the banks. It was done by that railroad committee which I mentioned at the beginning of the paper, and they did it for the purpose of avoiding some state laws that were obnoxious. For instance, the state of Pennsylvania has a law requiring the surrender of all shipping bills, whether straight or order. That law is 20 or 30 years old. It is unlawful for any railroad to deliver any piece of freight without the surrender of the bill of lading, whether it is a shipping bill or a straight order. That was the reason that the railroad committee had for printing the words "not negotiable" on this form.

Mr. Graham: Is it desirable that these words "not negotiable" be placed there?

Mr. Sale: It is desirable that they be not placed there; in fact, the bankers in several parts of the country, particularly in the South, where they handle cotton bills of lading, did refuse, when the words were still printed on the bills of lading, to make advances on such bills; and if the railroads had persisted in their idea of holding all bills of lading, both order and straight, not negotiable, by this time there would have been no such thing as a general handling of bills of lading as collateral, because the bankers all over the country would have refused to do it.

Mr. Tyng: I move that the thanks of this Association be given to Mr. Sale for his very valuable paper, and that it be spread on our minutes.

The motion carried unanimously, and so ordered.

President Reynolds: I personally wish to extend to Mr. Sale my thanks for his able effort in our behalf.

## THE DEMURRAGE QUESTION.

President Reynolds: Next on the program, gentlemen, we are to hear from a gentleman representing the Interstate Commerce Commission on the question of demurrage. There is one thing that I want to say, and that is that we have received for the last three or four years very kind and courteous treatment and consideration from the Interstate Commerce Commission, when we have called on them. It has been my privilege, in connection with the Secretary, and it has been my privilege alone, to call on them down in Washington. They always seem to recognize the importance of this organization. Since we heard what Mr. Beveridge said this morning to us I believe that we have a place in the minds of the powers that be down at Washington. It has not always been easy for us to keep in the forefront of legislation down there, but they do not do anything until we get a chance to have a say. We are very glad indeed to have with us today Hon. John H. Marble, attorney to the Interstate Commerce Commission, Washington, D. C., who will address us on the demurrage question. (Applause.)

Hon. John H. Marble, Washington, D. C.: I should say one word to begin with in correction of your chairman's statement. It can hardly be said that I represent the Interstate Commerce Commission here today. The Interstate Commerce Commission as a body has not taken part in this movement for uniform demurrage rules. A member of the Commission is chairman of the committee of the National Association of Railroad Commissioners, which is attempting to draft the rules. In what I shall say here today I hope you will take me as representing my own opinion, and I trust the opinion of some of you. I am sure it is the opinion of some members of the Interstate Commerce Commission, but it does not come from them.

I know that we all were pleased with the great address of Senator Beveridge this morning. I believe we were all uplifted by it. I am very glad indeed in what I have to say to have it come as a sort of supplement to what the Senator said to you as he drew the broad map of the great movement through which the Government and the business of the United States is going. Now, I want to see if I cannot fill in some of the details in that map relating to a small portion of the ground that is being covered.

Some one has said that it is better not to be uplifted by a great poem or a great speech unless you





HON. JOHN H. MARBLE.

put it into action in some way; that is to say, that the man who goes around listening to great preachers or great speakers, or reading great poems, and getting into a sort of a spiritual thrill from what they have to say, is worse off in the long run than he would be if he stayed away from them, unless he makes that thrill of emotion the beginning of action, unless he does something as the result of it.

Now, just in that way I want to talk to you about demurrage rules. I believe that what I have to say is in harmony with this movement for a square deal.

I thought at first that it would be somewhat bold to come before an association of shippers and speak on behalf of demurrage rules; but as I have read your President's address it seems to me that you have caught the note, the right idea of the shipper's point of view toward demurrage rules; so I feel less concerned as to what you will think about what I have to say. I have written it down because I want to be very precise about it. I have not had the time to commit it to memory, or I might leave you to believe it was mere spontaneous talk; but what I want to say I want to say very precisely and exactly and for that reason I shall keep perhaps a little closely to my manuscript address.

Mr. Marble then proceeded, following substantially the text of his manuscript, as follows:

I am to talk to you today about the movement for a uniform code of demurrage rules, to be applicable on the lines of all carriers by rail within the United States, on all shipments as to which the duty of loading or unloading rests upon the consignor or the consignee. It may be a bold thing to do, but I am going to ask you as shippers to favor stricter rules and fewer privileges for shippers to hold cars idle—fewer privileges for yourselves as well as for others, and this in the furtherance of your own self-interest.

For three reasons at least, each of you must be interested in the movement for uniform demurrage rules and must, if he is diligent in his attention to matters affecting his business, take a position that will either help or hinder the final success of the movement. These reasons are:

- (1) It makes a difference to each of you whether he is to pay demurrage or not.
- (2) It makes a difference to each of you whether or not he is to be on an equality with his competitor as to railroad rates and charges.
- (3) It makes a difference, and a great difference, to each of you whether or not he is to have cars for his shipments at the times required by his contracts

of purchase and sale, or whether the cars are to be standing idle, serving as storehouses, perhaps for a competitor, perhaps for a dealer or a manufacturer in some other line of business, perhaps in some other state.

Demurrage, let us say, is the charge made by a carrier for the detention of its cars beyond the so-called free time. So far as the carrier is concerned it is a charge for a service. So far as the public interest is concerned it is a penalty upon the shipper who holds idle the car which he has secured from the available supply. The movement for uniform demurrage is in the interest of the average shippers—the multitude who are never the beneficiaries of discrimination. It is not a railroad movement, although some wise railroad men are very friendly to it. Its basic idea is this: that railroads should compete in rates and in excellence of service, if we can get them to, but that they should not compete in the allowance of idle time for cars if it can be prevented. The railway which competes in rates is giving something which belongs to it to give. The railroad which improves its service is robbing nobody, but is benefiting both its customers and its competitors. But the railroad which grants an extra and unnecessary day's idle time for a car is giving that which belongs to it no more than to all the other carriers and to all the shippers in the country. There is little or no difference of opinion as to the amount of the daily charge. The trouble comes in determining the amount of the free time. The charge generally, the country over, is \$1 per day, this being varied by the charge of twenty-five cents after an average free time of six days which obtains upon cotton cars in New England, and by the charge of \$6 per day after a straight free time of two days which obtains upon intra-state shipments in California.

This movement for a uniform code of car demurrage rules began at the last annual convention of the National Association of Railroad Commissioners, held in the city of Washington about one year ago. The committee on car service of the National Association, after reciting some of the difficulties and shortcomings of the present demurrage rules, and after recounting some of the conflicting provisions of the rules of different sections of the country, recommended that a committee be appointed, with representation from the Interstate Commerce Commission and from each state commission, to frame a uniform code applicable to all shipments both state and interstate.

The committee was appointed, with Mr. Franklin K. Lane, of the Interstate Commerce Commission, as its chairman, and with representatives from forty state commissions as its membership.

This committee has worked diligently. The proposed code is not in final form, but it is already

being vigorously opposed by many interests, which, either rightly or wrongly, feel that as to them some special exception or exemption must be made when the question of the collection of demurrage charges is up.

The difficulties of securing the adoption of the proposed code when it shall finally be framed are very great. Twenty-eight states have promulgated demurrage rules, which have the force of law as to shipments wholly within such states, and which can be changed only by action of either the state commissions or the state legislatures. Fourteen of the states have adopted demurrage rules by statute. Thirteen more have adopted demurrage rules by action of their state commissions. One state has a code framed partly by statute and partly by its commission. Therefore, before the proposed code can become applicable to all state shipments, there must be affirmative action by not less than fifteen state legislatures and by fourteen state commissions.

With regard to interstate shipments the adoption of the proposed code will be slightly less difficult. The Interstate Commerce Commission has not the power to direct the railways to adopt it for application to interstate shipments, but the railways themselves are free to substitute the new code for their present rules upon thirty days' notice by filing and posting. It is to be expected that legislatures, commissions, and the general officers of the carriers will all alike consult the shippers in their respective localities for expressions of opinion concerning the proposed code, and that, if adopted, it must have the practical good will of the mass of the shippers of the country.

It is too early to attempt a discussion of the various changes in present conditions that would follow the adoption of the code. This is true for two reasons. First, the code can hardly be said to be in final form. Second, to compare any definite code with all of the varying sets of rules now obtaining in the country would be an immense task from the very fact that the present demurrage rules are generally remarkable for their indefiniteness and their variety.

If possible, I want today to get you to agree to two or three fundamental propositions. If you agree with these propositions, you will try to secure the adoption of uniform demurrage rules and you will try to make those rules fair to all interests, including the interests of your competitors, rather than simply liberal to yourselves. The first proposition is that no shipper ought to pay very much demurrage. In this you all will agree. It is the one proposition which has the united support of all shippers and all railroad men. But the exemption from demurrage which is gained by broad and ambiguous exceptions in the rules, and by unfair application of these exceptions, is bad for the shipping public generally. It results in the detention of cars when they are most needed for the carriage of your commodities, and is one of the chief causes of car shortage whenever that form of commercial congestion and poor circulation appears. No shipper ought to pay very much demurrage because no shipper ought to detain cars to any considerable extent. Whenever cars are in demand the detention of cars by one shipper means simply that some other shipper is deprived of the railroad facilities to which he has a legal right and which he must have if he is to continue in business.

Another proposition in which all or nearly all of you will agree, is this: the railroad carriers of the country should serve their shippers absolutely without discrimination. Ninety-nine shippers and ninety-nine railroad men out of every hundred, and occasionally the entire hundred, will agree to that proposition. A good many shippers and a good many railroad men will preface their agreement with the explanation that what they mean is that all discriminations should be abolished and all at once. The general counsel of one of our great trunk lines not long ago in discussing a questionable arrangement to which his trunk line was a party, agreed frankly that no defense could be made except this, that such arrangements were general on the part of other trunk line carriers in the same district and in other districts competing with that district in the markets of the country. He said: "We ought to clean all those things out, but if you clean them out as to this industry only, you will place it at a disadvantage to other industries on our line, and, to an extent, you will place our line at a disadvantage with other trunk lines. If you condemn such arrangements all along our trunk line wherever they exist and do not make the reform sweeping over the lines of our competitors, our entire system and many of our shippers will be seriously injured."

Probably many of you feel the same way. When the question of elevator allowances or some other survival of the time when rates were matters of contract rather than of legal right is being discussed, the man with the allowance is fairly entitled to ask that reform, if undertaken, shall be general, and that the like allowances given to his competitors shall be condemned equally and at the same time with his own. That is to say, there should be no discrimination in the crusade against discrimination. To impose the virtue of the statute upon one competitor and to leave other competitors free, is to make discrimination worse rather than better. So, let us say as a general proposition applicable to everybody, that railroad rates should be as undiscriminating as is the price of stamps—the same charge for the same service to all alike. This is the settled law, and will be found precisely stated in that portion of the Act to regulate commerce which requires each carrier to post and file its rates and makes deviation from them a crime. It is buttressed by repeated decisions of the Supreme Court which finds the chief virtue of the Act in its policy that for a given service there shall be one rate only, known to all and open to all.

If any of you do not heartily agree to this propo-



sition that railroads should not discriminate, I am sure that, at least, each of you will agree that no discrimination should be made against him. If discrimination is to be allowed at all, however, you may be certain that nearly all of you will be on the losing side, and that the chances for any of you to get the best of it will be few. You cannot afford to risk your businesses on a chance in a distribution of railroad favors, any more than you can afford to take any other needless risk. Self-interest serves as the foundation of a good deal of virtue in this world, and the business man who does not stand with the Act to Regulate Commerce against all discriminations because he does not want any unfair advantage over his competitor may well consider whether he should not stand with it because it is his only insurance that his competitor will not have an unfair advantage over him.

Uniformity in demurrage rules the country over is of importance in another way to every shipper who has ceased to hope that he may be the beneficiary of a discrimination. You are interested, each of you, in having not only cars loaded with grain but all the equipment of the country quickly freed for further service after each shipment rather than held idle. That is to say, you are interested with all shippers alike in preventing a car shortage.

Those of you who were in the grain business in the fall of 1906 will all agree that the commercial heart-failure, or stoppage of circulation, or terminal congestion known as car shortage, is not good for anybody. It is far more costly to shippers than it is to carriers, and it is bad for both. Your elevator full of grain, your contracts calling for delivery at the central markets, and the railroad failing to furnish cars for loading—that is car shortage. You are unable to continue buying for lack of storage room and are unable to ship. If you buy empties away from your neighbors, your neighbors in turn will buy them from you, and you will both have lost. It costs money and is bad for the morals of the men who sell them to you. So far as the purchase of grain is concerned you might as well be located in a desert. So far as the shipment of grain is concerned your nearness to the railroad is no advantage, for it takes more than ties and rails to make a railroad. It takes engines and cars and terminal facilities and good management. Unless cars are brought to you for loading and are moved promptly after loading, the rails and roadbed are of no service.

That is the time that the first section of the Act to Regulate Commerce with its statement that "the term transportation shall include cars," and its further statement that "it shall be the duty of every carrier subject to the provisions of this Act to provide and furnish such transportation upon reasonable request therefor" seems like a passage from "Looking Backward"—a description of the millennium—rather than the law of the land.

Those who are in touch with the transportation situation tell us that we are now entering a period of car shortage. The car surplus is diminishing from week to week and is now not more than one-third what it was a year ago. Factories are everywhere in operation, each shipping and making ready to ship an increased tonnage. The crop awaiting transportation is the greatest in our history. Prosperity is here and our transportation systems are already threatened with an attack of decreased circulation which cannot fail to keep some of you from getting your share.

The failure of cars to move, to be ready for service when wanted, is called car shortage, but it is never wholly due to a lack of cars, and sometimes it is not due at all to that. It is called car shortage because it was named by the men who were trying to get the cars for loading and could not. It is more largely and more truly a failure of cars to move. It is a sort of paralysis or congestion. We must continue to call it car shortage because the name is fixed in our language, but if we are to discuss it intelligently we must remember that its causes are numerous. The manager who loads his engines so heavily that he loses speed in his effort to make tonnage showings is responsible for some of it. The car that is helping to anchor an overloaded engine is going to be fully occupied, and cannot serve any of you for the time. But this evil is growing less. Railroad managers now construct their statistics of efficiency so that they show not only the loading but the movement of trains and cars. They are getting their statistics up on a truer basis and that means that they are running the railroads on a truer theory of efficiency.

Again, car shortage in the past has been largely due to insufficient terminals. As the president of the Northern Pacific Railroad once said, "You cannot get any more water through a hose than can pass through the nozzle." Railroads must have terminals large enough and convenient enough to make their deliveries and their interchanges with other lines, if cars are to keep shuttling back and forth instead of getting on a siding behind a hundred other waiting cars. The car that is caught in a side-eddy of an overcrowded terminal is for the time out of business and is going to serve none of you. But the railroads have done much to enlarge and remodel their terminals and we may hope that they are better equipped in this regard than ever before.

There is another cause of car shortage that is responsible for a large part of the trouble when it appears, which promises to be as potent for evil in the future as it ever has been in the past, and that is unreasonable detention of cars by shippers for loading, unloading, reconsignment and disposition. This is the evil which demurrage rules are intended to cure, and which, imperfect as they are, they do make less whenever they are enforced. But this evil cannot be cured by demurrage rules which are framed locally to secure free idle time of cars for local interests.

It is necessary that in each locality the demurrage rules applicable to both state and interstate ship-

ments should be identical, and very generally this will be found to be the case. It is impracticable for the carriers to operate two sets of demurrage rules in the same localities applicable to the same mass of equipment. Demurrage rules are operated through the medium of very busy and not very well paid clerks. If they are bound to distinguish between state and interstate shipments and to turn alternately to two sets of demurrage rules, the liability of inaccuracy is more than doubled, while the expense of keeping the demurrage accounts will also be more than doubled. As shippers you are interested in preventing the imposition of unnecessary expenses upon the carriers that serve you, for the reason that finally such expenses will find their way into your freight rates or out of the service given you. Either your freight rate will be increased or your service will be decreased to the precise extent of the addition to the operating expenses of your carriers—at least to the precise extent, and perhaps a little more to make up for wear and tear and bookkeeping.

Moreover, as shippers it is to your interest and to your safety that in your locality there should be but one set of demurrage rules. With two sets, one applicable to state shipments and the other applicable to interstate shipments, you are called upon to scrutinize the charges made against you to determine that each shipment has been placed in the proper class. If the state rules are more liberal than the interstate rules and you accept a bill for demurrage which classifies your interstate shipment as a state shipment, and therefore reduces the charge, you will have criminally violated the Act to Regulate Commerce and the Elkins Act in something more than a merely technical sense. I need not tell you that the question as to whether a given shipment is interstate in character is frequently exceedingly nice, calculated to puzzle lawyers and to divide courts. Under these circumstances the only course of absolute safety for either carrier or shipper is to remove the danger of guessing inaccurately by having the demurrage rules identical for both state and interstate shipments. So, the constant tendency and necessity in each community is to reduce the state and the interstate rules to uniformity. But the states freely exercise the power to make state demurrage rules. The Federal Government pursues a different course, leaving to the interstate carriers the duty of framing the rules, subject to change, by order of the Interstate Commerce Commission, only when they are unjust or unreasonable. The result is that the demurrage rules break into as many conflicting codes as there are state jurisdictions exercising their power. The state-made codes, with possibly one exception, are uniformly too liberal for the general good of the shipping community in their permission to shippers to hold cars without expense, some codes yielding to one local interest and some to another. So all the rules become, not excessive in their charges, but too liberal for the public good, and so varied in their provisions and in their application that a shipper needs both a lawyer and a detective before he can venture a guess as to the demurrage rate actually paid by his competitor in some other state. If you care to make the right actual, which according to our federal courts is yours theoretically, to know from the tariffs not only what rate you must pay but also what rate is paid by your competitor, you must be friendly to the movement for uniformity of demurrage rules and for uniformity in their enforcement.

Demurrage rules now are local in form, according to the demand of shippers for freedom from demurrage payments, and according to the competition of rival traffic managers for tonnage. The body of equipment to which the rules apply, however, is not local. There are not a certain lot of box cars for interstate shipments and a half hundred other lots for each of the states and territories. There is not one lot for New England and another lot for the Pacific Coast, and so on. There is not even one lot for each carrier, although the initials on the cars seem to say so. There is, as the railroads do business—and as they must continue to do business if they are to serve the commerce of the country—as truly one lot of cars for the entire country as there is one lot of blood in a body or one lot of water in a lake. The car that is loaded with cotton in Oklahoma may go to New Orleans for the export trade; it may go to New England for the domestic trade; it may go to any one of a hundred destinations. It is a car that might be used in Iowa to carry corn, in the Dakotas to carry wheat, in any city to carry general merchandise. It passes from road to road, under the per diem agreements, each one treating it as its property. It may be away from home for months, perhaps years, and may serve any one of you before returning. But it will not serve you during the time that it is standing at New Orleans during the export free time of ten days. It will not serve you during the time that it is standing from four days to an indefinite time free at a New England cotton mill.

Car service is not something that each railroad produces for itself. It is possessed by them in common and, given to one shipper, is no longer in hand for the service of others. Whether or not there shall be a car pool is discussed in every time of car shortage. As a matter of fact there is a car pool, and it includes all the railroad-owned cars in the country. The problem at hand is to provide for its proper government. The trouble is that it is subject to one set of local rules here, to another set of local rules there, to one shipper's narrow interest here, to another shipper's indifference to the general welfare there, and so it fails to reach the level of the best use for all.

When a state legislature or a state commission or a traffic manager is asked to give increased free time to some shipping interest, the matter is discussed as if it were a proposition of increasing a railroad service or reducing a railroad rate. That

a carrier on one side and certain shippers on the other. It is not such a question. It is one between a local interest and the general public good. When a state or railroad grants additional idle time for cars, the rule does not apply to equipment dedicated to the use of that state only, or owned by that railroad only. It applies to that portion of the general body of equipment which may for the day be serving it, it is discussed as if it were a question between that state. It applies to cars owned beyond state lines, and engaged in serving the shippers of all the states. When a local rule gives an additional day for the loading or unloading of any class of traffic it depletes the general car supply, not the local supply, to just that extent.

Here is the secret of the local readiness to increase free time that is shown not only by state authorities but by traffic managers. It is almost like getting an appropriation for a public building or the improvement of a harbor. It helps the folks at home, and seems to hurt nobody. It is better than perpetual motion. True, the local railroad must withhold the cars from its connections, and must pay twenty-five cents a day for each of them, but otherwise it is like drawing on infinite riches that nobody really owns. It is the story of our forests, and our hunting-grounds, and our fishing-streams over again. Everything belongs to everybody, and therefore to nobody, so let each help himself as he pleases. And then the day comes when the end of the forests is in sight, when the buffalo is a curiosity, when our streams either rage in floods or dwindle to threads, when good fishing is a thing that used to be. Private interest, left isolated and unregulated, has no adequate regard for the general public good and cannot be expected to have. Rival lumbermen, loose on the public domain, quickly destroy the forest, which might have served them and their children. So, our different shipping communities, each trying for the greatest possible free idle time for freight cars, help to bring about car shortage, and so injure the entire shipping public, themselves included.

It is the same with box cars as it is with buffalo and forests, and fish. If they are not to disappear when they are most needed, you must have a national conservation policy, and not leave them to the mercy of merely local interests.

There cannot be three or four or ten or even an unlimited number of days' free time on cars at this point or that without depleting the car supply of the shipper of grain in the country beyond the Missouri, any more than you can take water from a reservoir at one point without lowering the level at all points.

All that I have been trying to say is this. The car supply of the country is one body of equipment. It should be governed by one harmonious and effective set of rules. It must not be left to local regulations if we are to avoid discrimination and inefficiency. We must have conservation of car supply as well as of forests and game.

This move is for the benefit of the shippers of the country. They must co-operate heartily if it is to be successful. It is a national movement calling for the co-operation of all the state governments, all the shippers, and all the carriers of the country. It is not a movement which calls for self-sacrifice, but rather for that enlightened attitude which understands that in matters affecting common interests narrow selfishness and greediness do not make for wisdom or even for individual profit. Uniform demurrage rules must be stricter than the local rules they supersede if they are to do any good. To copy all the provisions for idle time now in the various local codes, thus making each one available to all shippers, would be doubtful progress, although it would have the merit of being non-discriminatory. The effort must be to make the cars move rather than to continue the devices for allowing them to be held stationary if we are to have a prompt and adequate car supply in times of prosperity and heavy tonnage. To this end, shippers must expect to see the free time they now enjoy shortened toward, if not to, a limit of two days. As each shipper readjusts himself, he can be assured that his competitor, in whatever state he may be, is making a like adjustment, and that the prosperity of the entire country, in which all shall share, will be increased by the change.

President Reynolds: Gentlemen, what is your pleasure with regard to this most excellent and comprehensive paper on the demurrage question?

Mr. Tyng: I move that the thanks of the Association be tendered to Mr. Marble and that the paper be spread on our minutes.

The motion carried unanimously.

President Reynolds: Mr. Marble, we certainly are grateful to you for your comprehensive handling of this subject.

Mr. Seeds: Mr. President, when will this demurrage proposition be open for general discussion?

President Reynolds: We will try hard, if the convention will stay to hear it, to have a discussion of it yet this afternoon; but the next thing on our program is a matter of great importance that we must hear now, and then we will have a free discussion on any subject before adjournment.

## MARGINS ON CASH GRAIN TRANSACTIONS.

We are now to be favored with an address by Mr. Henry L. Goemann, of Toledo, Ohio, on the subject of "Margins on Purchases and Sales of Cash Grain for Future Delivery." I am sorry that there are no more here to listen to this paper; but those that are here are in earnest, and they make up for the absence of the crowd. This, gentlemen,



is the new move that was inaugurated in Chicago a few weeks ago.

Mr. Goemann's paper was as follows:

Mr. President and Members of the Grain Dealers' National Association: At a meeting of representatives of various grain exchanges, which was held in Chicago on September 17th, I discussed the subject, "Should margins be required as security on purchases and sales of cash grain for future delivery, and, if so, should the exchanges co-operate in forming rules to that end?"

To my mind this subject is the most important that the grain trade has had before it in years. It seems to me that the present method of doing this cash grain business is all wrong and that it has a decided tendency to create speculation and leads to overbuying by the buyer East and to overselling by the dealer West; for the reason that as no margin is required, it is a temptation to trade beyond safe limits, and in my experience of the last few years I have found this to be the case. I have carefully watched the trades that we have had on our books for this future business, and it has been remarkable how when the trade was being made the buyer or seller would tell how he had placed this grain, and that he was simply protecting himself; but when delivery time came around the conditions would be entirely changed and disprove these statements, as quite often the seller could not furnish the property, and on the other hand the buyer could not take the property, although when he bought he stated that he had the grain sold, which evidently was not the case, because he could not furnish shipping instructions; and in a number of cases we have had to cancel contracts for a consideration. Now had margins been exacted on these trades, neither of the parties would have overtraded and they would have limited the business to a safe amount.

The committee appointed by Governor Hughes of New York to investigate Wall Street found that the practices of the members of the exchange were such on these margin calls that they gave a line of credit to which operators were not entitled, and the committee recommended, as a corrective of the evil of overtrading, that larger margins be called and demanded on all trades. Now, if this is the opinion of that committee on stock trading, why should not the same thing apply to the trading for future delivery in grain, as it makes no difference whether the grain is bought in the Chicago market for future delivery, or whether the cash grain is bought from a dealer for future delivery? There should be the same reason for putting up margins on this cash grain that is sold for future delivery that there is for the trading in futures in the Chicago market.

If you will permit me I will quote from what Mr. James Pettit of the Peavy Grain Co. of Chicago stated at that meeting of Exchanges:

"Conservatism is the keystone resting on wise hedging and proper distribution of hedges; and we deceive ourselves that we have a hedge while we cannot control the credit on the other side. Every well-posted grain man knows that if he spreads out his contracts of this kind he is taking an unconservative chance. In order to remain conservative he cuts down the volume of business to the minimum."

This is true; for if one is conservative he will not desire to take chances of selling the grain anywhere from one month to twelve months ahead (and I know of large sales of oats that were made in New England as far as eleven months ahead), simply taking the written confirmation of a broker or the written contract of the buyer or seller as evidence of the trade; but the firm that acts thus conservatively and refuses to trade ahead is handicapped and its business curtailed, for the reason that owing to the large volume of this future trading, when delivery time comes and the grain is delivered (which, of course, occurs every month), the markets are congested and consequently the firm that has not sold the grain and cannot ship on old sales cannot make new sales in any volume; and in the case of the Eastern markets the grain is at diverting points and has to be moved and is then sold at best price possible, and in many, many cases below western shipping values. It is almost a daily occurrence to have my brokers in the various Eastern markets report grain at junction points, discounting shipping values, and they therefore cannot do any business. It is the same at the other end. I am told that my bids are too low because some buyer is bidding more and is enabled to do so because he has made some sales a good while back at a good price for future delivery, or because he was compelled to fill them and therefore had to pay whatever was necessary in order to get the grain.

You can see from this that it all works back to and comes right down to the producer; that few are benefited, and that the business as a whole suffers. If the trades for future delivery were limited to thirty days, then you would have a safe market; and on trades made for delivery beyond thirty days a margin should be called and deposited by either of the principals to the trade against whom the market has gone. To my way of thinking, this margin could be deposited in a Chicago bank familiar with margin trading, which would issue a certificate showing what the deposit is for, and would also very likely allow two per cent interest; and then, if either of the principals had trades in the Chicago future market for future delivery, this certificate could be put up as collateral for his margin on such future trades, thus preventing the paying of a double margin.

It seems to me that this margin business can be controlled only by the exchanges working together and having uniform rules which bind the members and compel them to live up to same. Under the resolution offered by President Crowell of the Kansas City Board of Trade, the Chicago Board of Trade will take the initiative and call a meeting of the delegates of the various exchanges to formulate, if

possible, such rules as will bring about uniformity among the exchanges and to also devise some way of arranging for margin payments, if in the opinion of the exchanges this calling of margins on cash grain is considered practicable. No doubt this conference will be held in the very near future.

Of course, the question will be asked, "How can you control the dealer who is not a member of a Grain Exchange?" The answer is very simple. Possibly 90 per cent of the business done for future delivery is done by members of grain exchanges; and if these rules are uniformly adopted by all of the exchanges, the big majority of the trades will then be based upon this margin call; and as it is such a safe and sane business proposition, the dealers doing the other 10 per cent of the business will be very glad to comply with this feature and sell their grain under the same rules and terms. I believe that the matter is practicable and that the details can be worked out satisfactorily.

To illustrate further, and how it affects the general grain dealer:

If there are two dealers at a country station, and one has a tendency to take chances and the other is conservative and wishes to await the movement of grain and does not care to take the risk of buying from the farmer for future delivery, and, if the market is against the farmer, not getting delivery of the grain, it seems to me that it works out somewhat in this way: In the case of the man who sold ahead, if the market is in his favor and he has a good profit, when the time comes to make shipment, he is going to buy the grain irrespective of the present market and the legitimate margin for doing the business, and he will pay such a price as will enable him to secure the grain and protect his profit. On the other hand, the dealer who did not make



HENRY L. GOEMANN.

these future trades will either have to stay out of the market and let his competitor take the grain, or also handle the grain at a loss, or speculate in the same. This I believe creates a feeling of dissatisfaction and brings about the misunderstandings that rule so often at country stations; and I believe that it would be a benefit to the country buyer to have this margin proposition, for he could then say to his farmer customers when they come to sell this grain ahead, "Yes, I will buy your grain for delivery when the crop is secured, but you will have to put up a margin of so much per bushel because I have to do so when I sell the grain." And as the farmers are now in good circumstances, it might be that this could be brought about, thus avoiding defaults of contracts, because when each has a margin up the contract is binding.

Now, take the conditions at the Eastern, or consuming end. The dealer who has the contract and has hit the market right does the business at the expense of his competitor; while if his judgment has not been right, his competitor does the business because he tries to hold the price so as to make his loss as small as possible and that limits his business; and he is usually, therefore, unable to order out his purchases and the party who sold him has to carry the grain (sometimes at quite an expense) until such time as his customer can take it.

As an illustration of this I quote from a letter which we received from a dealer who sells to the consumer direct through his small elevator, and which shows that in his desire to make his loss as small as possible he tried to get a little larger margin than his competitor who was able to go on the market and buy his grain, and consequently he was unable to protect his contracts as he had agreed to:

"As stated to you in ours of recent date, we prefer deferred shipment on the oats. To be honest, we bought too many August oats and cannot take care of them. The trade takes hold on new oats so early very slowly, even at a loss to ourselves of ten cents a bushel; therefore we most earnestly request that you help us out to the extent that you ship one car of these oats at your convenience, and the second car twelve to twenty days later. This is the best that we can do, and we trust that you will appreciate the situation and ship accordingly."

Another dealer wanted his grain held; and after we had written him that our margin was small and that the carrying of these oats as per his request would mean an absolute loss and wipe out all our profit, he replied as follows:

"With reference to this contract, we appreciate the fact that your margin is small. However, we think you should appreciate the fact that we have a loss of at least ten cents a bushel. We think you should be very glad to have us take these oats as we suggested—one car a week until the contract is completed; and if we pay your drafts at the price contracted at you are to be congratulated, because others in our city have refused to pay drafts and have rejected the oats. However, we expect to take all that we have bought, but in order to do so we must ask that you help us by delaying the shipments as requested."

The above extracts I quoted at the Chicago meeting, to show the evil that is done when a man overbuys, and how it makes the seller assume unnecessary risk and expense in the carrying of these contracts.

In addition to the contracts referred to in these letters, we have had, as previously stated, to cancel a number of contracts because the buyers could not raise the money to take care of same; and you can see that had margins been exacted this condition would not have existed, and the parties would have bought only what they knew they could take care of.

This is a great big subject and I could probably keep on talking on it for hours. I believe that if the grain exchanges would get together, and if the Grain Dealers' National Association would join them in this matter, these abuses could be regulated and the business put on a legitimate and conservative basis where it would be profitable to all the grain dealers, both large and small, and would make for more uniform conditions and better and safer markets and reasonable profits.

After concluding his formal paper Mr. Goemann added: I have been asked if I had any general plan to suggest whereby all the dealers can come in. I have not tried to work out any plan, for the reason that if the committee is called, as the Chicago Board of Trade is instructed to call delegates from all the exchanges, those delegates, coming from different sections with their diversified interests, can get together on a general plan much better than I could suggest. I simply suggest a common point like Chicago where the banks are accustomed to these margin calls, and where you can also get 2 per cent interest on the margins, so that if you desire to avoid margins the money would be earning something. Mr. Grubbs was at the Chicago meeting and he took the trouble to send out some enquiries. When he came home yesterday morning he handed me this batch of replies. When I read this article I knew nothing of what the customers would say in answer to this subject; but in going over it I found that nearly every one said he would be glad to stop this but that his competitor forced him to follow a bad practice. I was surprised to see that out of eighty-eight correspondents only five were in favor of continuing selling ahead. So you can see the large percentage of country dealers were in favor of discontinuing this selling ahead. While I was in Chicago a gentleman told me that he had taken this up with Eastern people and had asked them their opinion as to this selling so far ahead. Without a single exception every one said in reply they would be very grateful if they could get away from this selling ahead; that they did not want it; it is a hardship upon them; it creates undue risks, and if it could be done they would like to see it stopped. I think probably the average grain dealer is a little jealous of his competitor, and only realizes that he must meet all conditions; he is willing to assume any risks on the chance of doing business and depriving his competitor of it. I know from large dealers that that is an absolute fact.

A broker will wire in to you and will say, "I am offered by so and so ten cars of oats." They are being offered by Chicago, or Indiana dealers, for illustration. You wire back and say, "Who is offering?" He does not want to tell you, but he finally tells you that Jones of Smithville is offering two cars to them, and those two cars are used to beat down everybody else and be the basis for two hundred cars. I found among the letters from Mr. Grubbs several letters which I thought might bear out very well the deductions that I have made from talks with a number of members. I will read them to bear out my statement that it goes back to the producer.

Mr. Goemann then read the following letters:

Yours of the 30th in reference to buying and selling grain ahead, two or three months before it is ready for shipment. Will state that I followed this practice for three or four years with varying results. On the whole, I do not think I made any money out of it. The thing that impressed me most and called a halt on this method was that I was losing friends among my farmer friends. If I contracted grain from them and the market advanced, they were sore and would fall short with their deliveries; the next time they were afraid of me and I lost their grain. On the other hand, if the market went down, I was loaded with grain; besides their neighbors, who had not sold, were sore at me because I had not let them in on the good thing, so they sold their grain to the other fellow. So I have quit buying ahead from the farmer; it doesn't pay and makes enemies.



As to the other feature of selling ahead, I do not believe in it. The country grain dealer should attend strictly to the purchase of grain from the farmers every day at the market price, with a small profit in each day's business for himself. I do not believe he has a right to jeopardize his business, and perhaps the interest of several other persons in his community, by selling what he has not got and often failing to make good. If the grain dealer has any spare money he wants to lose, let him go in the open market and buy and sell futures, but keep it out of his grain business.

Yours of the 30th in reference to buying and selling grain ahead, two or three months before it is ready for shipment. Will state that in general it is not advisable for the country dealer, for if he has made a good sale it will cause him to want to pay too much or to overbid the market and work a hardship on his competitor, as we have an example in our county at the present time, for we all know that we should buy corn for less than 50 cents on December bid. If he has made a bad sale and grain goes up, the farmers will not come up to their contracts and cause a person lots of trouble, which is not pleasant.

We prefer not to contract and let farmer take what grain is worth the day it is delivered.

I think that subject is vital in importance to the grain trade as a whole—as to whether it is profitable, or unprofitable, whether at terminal markets or country places. (Applause.)

President Reynolds: You have heard the paper, gentlemen, what is your pleasure?

On motion the paper was received, spread on the minutes, and a vote of thanks tendered to the writer.

#### EARLY CLOSING ON 'CHANGE.

Mr. H. A. Rumsey Chicago: It is said that 'Eternal vigilance is the price of liberty.' In our family eternal obedience has always been the price of liberty. I have a message from Capt. I. P. Rumsey which I want to read to you as an excuse for being on my feet at this time: "I suggest that you bring before Association the recommendation to the boards of trade and chambers of commerce to have the closing of their daily sessions at 1:00 P. M. instead of 1:15." That matter was discussed to some extent during the assembling of the grain exchange of Chicago. I think that there are those in Chicago who would be glad to know how such a change will affect the grain dealers and members of the National Association. If anybody cares to express an opinion I would be glad to take it back and report to the exchange in Chicago.

Mr. E. L. Rogers: I am sure that the suggestion will meet the approval of the Eastern people. Chicago leads the world; we cannot close till they close. Their closing at 1:15 is 2:15 with us; some of us that might be a little late with our bank account have got to stay on the floor until 2:15, and this would give us three-quarters of an hour before two o'clock to hustle around and make up our bank account and do other business. I have not before heard such a thing suggested, but I am very glad of it and am sure it will meet with the hearty approval of us Eastern fellows.

On motion of Mr. Rogers, the matter was so referred to the committee on resolutions.

Mr. Kress: Along the line of the importance of telephone and telegraph service, I believe it would be a good idea to have a standing committee of this association appointed; and I would move that a committee of this Association of five members be appointed to look after the telephone and telegraph service.

Seconded.

President Reynolds: It has been moved and seconded that a permanent committee be created to look after the telephone and telegraph interests of the grain trade. I think that is an excellent proposition. We certainly have abuses enough in this line; and along with one of the trade rules that was referred to this morning I suggested then that this would be an excellent thing. It might help to solve the question of "Prompt" and "Immediate" reply, etc. I would suggest that the duties of the committee also include all methods of communication; you might have occasion to correct mail abuses, too, at times.

On which understanding the question was put, and carried.

#### QUESTION BOX.

President Reynolds: It will be one of the standing committees hereafter, Mr. Secretary—committee on telephone and telegraph and other communications. We have a few questions here which we will take up and dispose of; the Secretary will read.

Secretary Courcier: "What effect on the Grain Dealers' National Association would the formation of a federation of exchanges have?"

President Reynolds: I would like to say that that matter will be up tomorrow under discussion of a paper that is to be read by Mr. George A. Wells, Secretary Western Grain Dealers' Association, Des Moines. We will not attempt to discuss that matter till after Mr. Wells' paper tomorrow. It is a very important question.

Secretary Courcier read the next question:

"Should a firm, a member of the Grain Dealers' National Association, who resigned from an affiliated state association rather than arbitrate a case with a member of the affiliated state association, be allowed to retain membership in the National Association?"

President Reynolds: I would like to ask the Secretary to construe the rule that applies?

Secretary Courcier: The member could be reached by filing charges for uncommercial conduct, or by requesting arbitration before the committee of arbitration of the Grain Dealers' National Association; or the matter could be reached by other means. Upon his refusing to arbitrate as a member of the Grain Dealers' National Association he could be expelled. He can also be expelled if found guilty of uncommercial conduct under charges.

President Reynolds: Is this answer plain to you, gentlemen? You see at once how much misunderstanding and lack of information there is along this line of the rules of the Association. The answer is very plain to me.

Secretary Courcier: The next question reads: "Should a firm who are members of the Grain Dealers' National Association enter into an arbitration with a member of a state association, which state association is affiliated with the Grain Dealers' National Association, in the event that the committee of arbitration renders an award against them, and they refuse to pay the award, be permitted to hold a membership in the Grain Dealers' National Association?"

President Reynolds: I will ask the Secretary to construe that.

Sec'y Courcier: The rules of the National Association require compliance with the terms of the award within ten days after the finding has been issued, and non-compliance would render the party liable to discipline by the board of directors whose final penalty is expulsion.

Mr. Tyng: Mr. President, I intended to have spoken before the discussion was closed upon Mr. Goemann's paper. I would move that a committee of three be appointed by the chair to confer with the exchanges in regard to the putting up of margins on future trading in cash grain—a special committee of three.

The motion was seconded, and carried.

President Reynolds: I will leave the appointment of that Committee to my successor, as the work is all in the future.

After certain announcements the chair adjourned the session.

#### FIFTH SESSION—FRIDAY.

The Convention met pursuant to adjournment, President Reynolds in the chair.

##### ON NATURAL SHRINKAGE.

The chair called for the report of the Special Committee on Natural Shrinkage.

Mr. L. A. Morey, New York: It was hard for your committee to get data from the different markets on short notice as to what natural shrinkage amounts to. Speaking for New York, taking a hundred cars shipped from the different markets so as to give a fair average, the shrinkage amounts to about \$3.87 a car, which the railroads would not pay; and in view of the fact that we cannot give a bid so as to lose money, we have to deduct about one half cent in our bids on account of this natural shrinkage. You can see from that that it makes a vast difference with the amount of grain that we handle to the country as to what they receive for grain. Until last year the railroads guaranteed lake grain in full, but now they have deducted one-quarter of one per cent; but I noticed that for every car out of eleven cargoes that I had recently, every one fell short just a few pounds less than one-quarter of one per cent, whereas heretofore, when they guaranteed them, they hardly ever fell short; in fact, many of them over-ran, and we had to pay for this overage on the grain. So you can see the importance to the trade, especially to the shipper who has to take half a cent a bushel less for his grain on account of this shrinkage.

Mr. Morey read the report as follows:

Your Committee on Natural Shrinkage beg leave to report as follows:

Numerous railroads, through their freight claim agents, have frequently made arbitrary deductions of one-half of one per cent, under the pretext of Natural Shrinkage, which practice your committee condemns as unjust. As practical grain men, our experience has taught us that grain accurately weighed and properly safeguarded during transportation should have no shrinkage whatever.

Your committee recommends the appointment of a committee of three to devise means of safeguarding the interests of the Grain Trade in the question of Railroad Deductions.

President Reynolds: What is your pleasure with this report?

On motion of Mr. A. G. Tyng Peoria, Ill., the report was received and placed on file, and the committee discharged.

President Reynolds: Gentlemen, what is your

pleasure with the recommendation of the committee that a committee be appointed to continue this work. Now, gentlemen, let us realize the fact that the railroads are taking active steps to fasten on the trade a shrinkage that they see proper to call "Natural Shrinkage," and that while there is no law compelling us to recognize such a thing, usage will soon do it if you do not look out.

Mr. Tyng: I will further move that the recommendations of the committee be concurred in, and that the special committee be appointed pursuant thereto.

Seconded, and carried.

President Reynolds: I will leave the appointment of that committee to my successor. Mr. Seeds, yesterday afternoon after the paper on demurrage you asked if there would be time to discuss it. I think that this is the most appropriate time, although I wish the hall were filled to hear the discussion. We would like to hear from you on the question of demurrage.

#### DISCUSSION OF THE DEMURRAGE PROBLEM.

Mr. Seeds: Mr. Marble made an excellent address on the demurrage proposition from the carriers' standpoint; but I do not think that it gave very much consideration to the shipper or receiver. His statements for the most part seemed to me vulnerable and his positions untenable, in so large a measure that I feel unwilling to allow the members of this Association to leave here without something being said on the other side of the question.

I have been pretty closely associated with demurrage matters through the Ohio Shippers' Association for the past six years. Our aim has been to be fair. We believe that fairness to all parties interested attains the best results always. Now I want to just call your attention for five minutes to a few items or ideas given us by Mr. Marble that I think are radically wrong.

In the first place, he assumed that the Interstate Commerce Commission had absolute jurisdiction over car service rules on interstate shipments, and that unless a uniform set of rules were promulgated and adopted that we would have two sets of rules in all the states. Now, Ohio people you know, are prone to have ideas of their own, and we do not believe a word of that. We do not believe that the Interstate Commerce Commission has any more to do with car service and demurrage than the "Man in the Moon." They seem to think otherwise. We have a case in the courts now in Ohio in the name of our Railroad Commission, which will settle that question of jurisdiction, we presume in the Supreme Court of the United States when it has time to get there.

It is not necessary just now to go into an argument as to why we think so, etc. That is the position of the Ohio people. I might say further that we are supported in that position by some of the best railroad men in highest authority in the country. I think the railroads which they represent are acting otherwise now simply because they can do so for the time being, but we will win out in the end.

At the Washington conference last June, which you are probably most of you familiar with, a conference between representatives of shippers and carriers, a sub-committee from the National Association of State Railroad Commissioners joined in an attempt to formulate a uniform set of car service rules. I think it is the judgment of 90 per cent of the attendance at that meeting, both of shippers and carriers—and it represented the United States pretty thoroughly on both sides—that uniform car service rules are impracticable, not only impracticable but almost impossible. That is a matter, of course, for some further discussion.

Now, Mr. Marble impressed on your minds, or tried to, the fact, as he claimed, that the shipper is responsible for car shortages by detention of cars at point of loading and receiving. Let us look for a moment at the situation. What have the shippers done in this line as compared with the work of the carriers in twenty-five years? Twenty-five years ago—or probably that is a little too long, because I believe there was no car service in force anywhere till about twenty years ago—the shipper was allowed forty-eight hours to load or unload a carload of freight containing from 24,000 to 30,000 lbs. Forty thousand pounds was characterized as a cargo in those days. Now we are asked to load or unload from sixty to a hundred thousand pounds in the same time. We have made some progress and we do it; we are willing to. What has the railroad done? It takes longer on the average in these days to take care of a load of grain from central Ohio or Indiana into New England than it did then. You, gentlemen, may not think that that is possible; but I have had the pleasure of making the head of the Car Service acknowledge that in the Washington meeting as shown by the proceedings of that meeting, a copy of which I have. He said in reply to my question, "I do not know; but I should not be at all surprised if the statement is correct." We know that the average time on our corn from central Ohio to New England was longer in 1906 than it was twenty-two years ago, and in 1907 it



was one day longer on the average than it was in 1906. We have kept our records for many years in such shape that we can tell.

Now the equipment of the shipper and receiver with reference to his ability to load and unload, and the fairness of the requirements expected of him as contemplated in the proposed uniform set of car service rules—on that I want to call attention to one point. The U. S. Steel Corporation can unload cars of ore or handle them very quickly. One of your Chicago or New York elevators will unload a car of corn in twenty minutes, possibly less—thirty anyhow; but the railroads at the lake docks take ten days on the average for simply unloading a car and dumping it out with their equipment. What is the little country dealer in Minnesota or Dakota to do? He must handle, or his people must, five or ten cars per day. The little grain dealers down in Pennsylvania, North Carolina or New England, are dependent upon him for their supplies in his particular line. They cannot very well build a 50,000-bushel grain elevator to handle three or four cars of grain, to load or unload one in quick time. They must have a reasonable time. My contention with reference to car shortage is that the shipper and receiver has made double the progress in the past twenty years with reference to increasing the car supply than has the railroad.

That I figure is where the railroad is lame. I think all agree that the trouble is lack of trackage and terminal facilities; in other words, lack of elevators, cranes, and all that sort of thing that they ask the shipper and receiver to provide to handle his business within twenty-four hours. I believe my friend suggested that twelve hours was long enough to load a car; that is, under some circumstances; but look at it from the grain dealer's standpoint, and not only from that standpoint but from that of all classes of shippers, such as comprise our Receivers and Shippers' Association; and the demurrage rules as it seems to me must be local. They must be enforced without discrimination; they must take into consideration local conditions. I think even if the Interstate Commerce Commission had the authority it would be exceedingly unfortunate if the car service rules were to be governed by them because they are too far away from the people; and in the event of an unjust rule being established, applying to some particular section, it would be almost impossible to correct it at least at the proper time. These, gentlemen, are some of the points that I wanted to call your attention to. I thank you very much.

President Reynolds: Is there anything further that you want to say, gentlemen, on this question of uniform demurrage?

Mr. Chas. Rockwell, Mt. Vernon, N. Y.: I represent a very small interest, and this is my first time to have the privilege of coming here. At the same time I am very much interested in this subject that Mr. Seeds has touched upon which seems to be very important, and that is the fact that we small receivers are supplying the needs of the people in our community, and therefore the people are in a measure dependent upon us. If we are forced by the railroad company to pay a large amount of demurrage, necessarily this must come out of the product of the people; and I feel that this is an injustice and not fair. We are equipped to handle our business promptly and to handle a little more business than we do, but we cannot handle business in bunches and lumps. The railroad company can give us no guarantee when we shall receive our stuff; therefore, I think in handling this demurrage question we ought to take up the subject of a schedule of the time of arrival and departure of freight trains. We ought to have a time table of freight trains just as certainly as we have for passenger trains; we would not then have to subject ourselves to chances. Fifty years ago there was more or less chance taken as to the arrival of passenger trains; but we have now progressed so that we know within a few minutes of the time of the arrival of passenger trains. We should have the same assurance from the railroad companies with regard to freight. If we order goods from elevators, through the arrangements that have been brought about by associations like ours—and I think principally by ours,—we know when the grain will be shipped, and whether there will be immediate, or quick, or prompt delivery f. o. b.; but after it is shipped we have absolutely no guarantee as to when we will get it. I may get a car from Chicago in seven days, or it may be thirty days; therefore, in order not to be put out of business I must order stock far above my needs, or what my needs would be under better transportation conditions, because I cannot certainly tell when the goods will reach me. They may arrive so soon that I cannot handle them, and then am subjected to a large amount of car service charges. After one bunch arrives others may continually keep arriving, or separated by irregular intervals. I have been three months at a steady stretch before I could get out from under heavy car demurrage charges, simply from delay in cars arriving. If I could know when the cars would arrive I could arrange my business accordingly; therefore I feel that we do need and ought to be furnished with by

the railroad companies schedules of the arrival and departure of cars.

There is no reason why the railroad company could not pay back a fine or forfeit to the receiver for not complying with the proper schedule time. There is no more reason why the receiver should pay demurrage charges. I do not know that this is just the proper time; but I have jotted down here a little suggestion that I wanted to offer, or something similar to it. It has not been my privilege to get next to the proper committee that would have this in charge, and I am going to offer this here; if it is not in order just let me know. I move that a communication be sent to the Interstate Commerce Commission to the effect that it is the sense of the Grain Dealers' National Association that all railroads shall be required to furnish a schedule of the time of departure and arrival of all freight trains at the various stations from which they depart or arrive; and further, that for detention of a car for more than twenty-four hours at any junction points, or for a delay of more than five days at final point of delivery, a fine of one dollar per day shall be paid to the person or firm to whom the car is consigned. That is a suggestion simply; but at the same time it appears to me that it may offer a way to solve this demurrage evil. If we knew when our goods were coming we are in business to take care of them; but if it is just left hit or miss, and the time is liable to be doubled or trebled or quadrupled we cannot take care of our goods without paying for car service under such conditions.

President Reynolds: I am extremely glad to hear from Mr. Rockwell, not only on account of the interesting matter that he has presented but because for a long time this Association has felt the need of getting into closer touch with the distributors in the East outside of the main markets; not that we appreciate less the main markets of the East, but that we also appreciate equally the close touch with the dealers in the minor markets. Mr. Rockwell presents a subject which is worthy of your consideration. I suggest that Mr. Rockwell hand that to the resolutions committee.

Mr. Seeds: While on this demurrage proposition it seems to me appropriate that owing to the fact that these proposed uniform demurrage rules are being considered now, there be a resolution offered that it would be proper and right for this Association to appoint a special committee of three to look after the demurrage or car service proposition in the interest of the grain dealers. A great many of the organizations I know of have some committee or representative who is in touch with the association or committee of the State Railroad Commissioners who have the matter in charge at the present time. There is to be a meeting of that association in Washington on the 16th of November when this subject of uniform car service will be up for consideration, and I think it would be appropriate that this Association be represented. I move that a committee of three be appointed to look after demurrage matters.

The motion was seconded.

Mr. Miles: I think that is a good idea, and that while there are so many grain dealers present we should talk over this demurrage question. I hope the committee suggested by Mr. Seeds' motion will be appointed. I have always thought that there ought to be some sort of reciprocal demurrage proposition. I never was very much in sympathy with the idea that a railroad company ought to be charged for failure to furnish cars in times of great congestion when it was impossible for them to do so; but there are some things connected with the handling of cars that railroads ought to be responsible for. Mr. Rockwell has stated some of them; the bunching of shipments of grain is all wrong. There are some roads in this country that have within the last year or two adopted the practice openly of waiting for tonnage before they start out on their run. The man will load a car and it will lay on his track. Investigation shows that the reason it was not moved was because the railroad was waiting for tonnage to pull.

I have had a great deal of experience on that particular line of taking grain into a market that has all sorts of facilities for handling it, especially grain that has to be sold for shipment passing through large elevators that can easily be handled in a respectable time and perhaps car service avoided; but just for illustration, I buy for a certain distillery a lot of rye. They say, "We would like to have this rye shipped from the originating point at the rate of one car a day, or one car every other day, for instance." So I buy ten or twenty cars of rye. The shipper fills his contract by loading it and billing it just exactly as we buy it. My customer begins to inquire for the rye after four or five days, and finds it has not arrived; he says "What am I going to do, I want it, I need it?" All at once it will come, five, six, seven, eight or ten cars of rye all at one time. The man who is handling that rye for his own manufacturing purposes does not want that much at once and cannot handle that much at once; yet he has got to do it or subject himself to demurrage charges. That is all

radically wrong; we all know it is wrong. So I think a discussion of this subject in open meeting will give the committee some idea of some of the points that ought to be taken up. I hope the committee will arrive at some reasonable charge to the railroad company. Of course if they undoubtedly delay a shipment and you can prove it they will often pay the claim; but that does not help the matter in its entirety. It is a question that ought to be settled.

Another thing. This rye comes in we will say in the way you want it, a car or two a day as you have ordered it; but your customer reports it has not been sent in to him, and you find that it is off on some side track in the suburbs of the town. All at once it comes four or five or six cars at one time; it has been delayed after its arrival four or five days, and you can whistle for damages. There ought to be a reciprocal demurrage proposition of some kind. I do not know just what it ought to be to be fair to the railroads; but we should not want to charge the railroads for something that they cannot avoid in failing to furnish cars if they cannot do it. We ought to make them pay for their delay and for their negligence. I hope that this committee will take this up and present something that will be reasonable and fair to all concerned.

Mr. Seeds' motion was seconded, and carried, that a committee of three be appointed to look after the demurrage question during the coming year.

Prest. Reynolds: I will leave the appointment of that Committee to my successor. I know we are consuming valuable time, but in view of the fact that at our meetings there is one conspicuous figure who never obtrudes on our time yet whom we all respect and regard as a leader, I think we might have a few words from him, and I call on Mr. Murray, the Dean of us all. (Applause.)

#### ADDRESS BY SUPT. MURRAY.

Mr. C. B. Murray, Supt. Cincinnati Chamber of Commerce: I do not know why this meeting should have been so interrupted. I do not know that I can escape however, under the circumstances. I did not come here to talk but to listen to any extent that I might with an impaired aural machinery.

I have been, Mr. President, very much impressed with the dignity of this convention. It seems to me that it is one of the most interesting that it has been my privilege to attend; and I have been at quite a number. But I do not know what I can say to you that would be of any advantage, or add any feature of interest.

We all know that Chicago has the first position in our market interests; that Chicago is first in the grain interests, in the meat product interests, etc. We all know that Chicago when she comes to a convention of this kind and out of the convention perhaps, too has a way of asserting herself, sometimes so that some of the others feel that she goes a little too far in insistence upon her way of saying and doing things. It has reminded me—pardon me, Brother—it has reminded me somewhat of the expression made by the clergyman who united Admiral Dewey in marriage a few years ago at Washington; who in his comments upon that interesting occasion reminded Admiral Dewey, the man who had acquired a position of exaltation, that the higher an individual got, the more exalted his position in the affairs of life, the greater were his responsibilities to all the others; and so in my mind that brings up that while our good Chicago friends come into an assembly of this kind and seem to insist that they must and shall have their own way, they must at the same time not forget that their exalted position carries with it equally great responsibilities for recognition of the others in this great country's community. (Applause.)

#### REPORT ON THE CROP REPORT.

Prest. Reynolds: I thank you very much, Mr. Murray. We know you are always ready. Now, gentlemen, we are going over the ground pretty rapidly, we are going to try and get rid of one or two reports here now before we come to matters of more interest so that we may possibly have a larger crowd. We passed over yesterday morning the report of the crop report committee, Mr. Fred Mayer, chairman, Toledo, Ohio. He has left his report with our secretary; on account of illness, he had to go home, and his report will be read by the secretary.

The report follows:

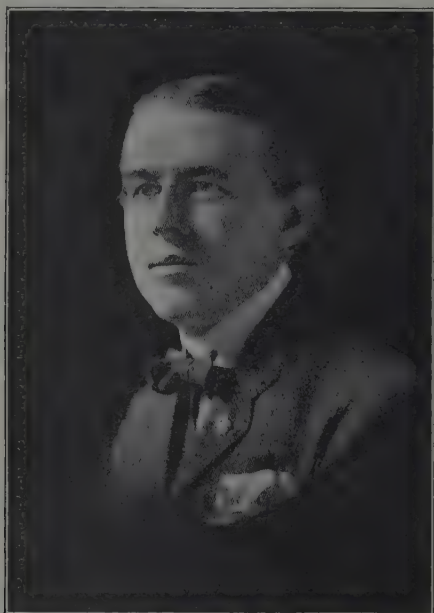
Mr. President and Gentlemen: Your crop report committee is ashamed to acknowledge they have done very little work during the past year. That there is room for improvement in the system of crop reporting in this country there is no doubt. The wide difference in the reports issued by the Government, the states and private parties, makes one feel as though there was some truth in the saying that there are three kinds of lies—lies, damn lies and crop reports.

To show the difference between some of the Government figures and those of the state officials, we call your attention to reports of last December on



acreage of winter wheat in the states of Ohio and Missouri. On December 7th the Government reported the acreage sown to wheat in Ohio as 1,743,000 acres. A few days previous to the issuance of this report the Ohio state authorities issued one on the acreage, and gave it at 1,446,000 acres. The Government reported the acreage in Missouri at 2,135,000 acres, whereas the state gave it on December 9th (two days later) at 1,650,000 acres, making a difference in acreage in these two states between the Government and state figures of almost 800,000 acres. The following May the Government had reduced the Ohio acreage to 1,464,000 acres, which is about equal to that of the state figures in December, although it took them five months to find it out. At the same time the Government insisted that the Missouri acreage was 1,950,000 acres.

We merely give these figures to show what a difference there is between crop reports and the necessity of some action that will bring about more uniformity, or at least result in the Government reports being more thought of than they are at present,



FRED MAYER, TOLEDO,  
Chairman Committee on Crop Reports.

which, if that were the case, might cause some of the would-be reporters to quit their jobs. We don't say the Government reports are wrong, but taking the final figures of the wheat crop in Ohio and Missouri, the state officials had the situation sized up much better than the Government, and did so several months sooner. Other differences have occurred in various states between the different reports, but we will not mention them at this time.

Considering the amount of money appropriated for the purpose of gathering crop reports, the Bureau of Statistics is no doubt doing excellent work. We understand that the first crop reports issued by the Government were in 1862, and in 1865 the first distinct separate provision was made for collecting agricultural statistics and \$20,000 was appropriated. The appropriation for the past year ending in June was about \$225,000, and it might be of interest to you gentlemen to know just how the Government gets at its information.

The reports are based upon information obtained from a special field service, a corps of state statistical agents and a large body of voluntary correspondents. The special field service consists of seventeen traveling agents, each assigned to report for a separate group of states. They systematically travel through the districts assigned to them, carefully note the development of each crop, keep in touch with the best informed opinion, and render written and telegraphic reports monthly, and at such other times as required. There are forty-five state statistical agents, each located in a different state. Each reports for his state as a whole, and maintains a corps of correspondents entirely independent of those reporting directly to the Department at Washington. These state correspondents report directly to the state agent, and the reports are tabulated and weighted and summarized by the state agent who analyzes them in the light of his personal knowledge of conditions, and from them he prepares his reports to the Department. There are about 2,800 counties of agricultural importance in the United States. In each the Department has a principal county correspondent who has several assistants. These county correspondents are selected with special reference to their qualifications. They make the county the geographical unit of their reports, and after obtaining data from their assistants and supplementing these with information obtained from their own observation and knowledge, report directly to the Department. In the townships and voting precincts in which farming operations are extensively carried on, the Department has township correspondents who make the township or precinct the geographical basis of the reports which they send to the Department each month.

Beginning with the planting, data are gathered and reports made as to the condition and acreage of each of the principal products. As the crop progresses the prospects are reflected in monthly condi-

tion reports upon each crop, said reports being expressed in percentages, 100 representing a normal condition. A normal condition of 100 would be the condition of the plant where it gives promise of such a crop as might be expected if the plant were not subjected to damaging influences but grew bountifully and under favorable conditions, including favorable weather, freedom from insects, etc. A normal crop is not a crop which might be raised by exceptional skill or by an exceptional farmer, but such a crop that planted and cultivated will be produced if not subjected to damaging influences. At harvest time the yields per acre are ascertained, which, being multiplied by the acreage figures already given, give the production for the year.

In order to prevent any possible access to reports which relate to speculative crops and render it absolutely impossible for premature information to be derived from them, all of the reports from the state agents and special field agents are sent weekly to the Secretary of Agriculture in envelopes marked with the letter "A." These are delivered to the Secretary in sealed pouches which are opened only by the Secretary or his assistant, and the reports with seals unbroken are immediately placed in a safe where they remain sealed until the morning of the day on which the report is issued. The combination for opening the safe is known only to the Secretary and Assistant Secretary of Agriculture. Reports from agents residing more than 500 miles from Washington are sent by telegraph in cipher, and those from state statistical agents and the special field service are sent in envelopes marked "B" to the Bureau of Statistics, and kept securely in the safe until required by statisticians, while the reports from county correspondents and others are sent to the chief of the Bureau of Statistics by mail in sealed envelopes. After the reports from the different counties are tabulated a true-weighted figure is secured. The work of making the final crop estimates each month culminates at sessions of the Crop Reporting Board composed of five members presided over by the statistician. The meetings are held in the office of the statistician, which is kept locked during the session, no one being allowed to enter or leave the room and all telephones being disconnected. With all these data before the Board each individual member computes independently on a separate sheet, or a final computation slip, his own estimate of the acreage, condition, etc. These results are then compared and discussed by the Board and the final figures decided upon. The report is then given out at the announced hour to the telegraph company.

Probably never before has there been so much comment upon the government reports as there was in May and June of the present year. You all no doubt remember the controversy between James Patten and Secretary Wilson regarding the amount of wheat in farmers' hands on March 1st, but a large percentage of the general public and those in the trade thought Patten was nearer right than Wilson.

Your committee had the same idea at the time the Government gave their figures on the farm reserves, but since such an important publication as the Chicago Trade Bulletin has given figures of the amount of wheat sold by farmers during the months of March, April, May and June, we feel as though Secretary Wilson's report on farm reserves was about right, simply because the Trade Bulletin's report that we refer to shows that the movement of wheat from farms in the United States during March was 37 million bushels; April, 29 million; May, 33 million, and June, 29 million, making a total movement from farms from March 1st to July 1st of 128 million; and if one adds to this what was used for spring wheat seeding and what remained on farms on July 1, 1909, it would indicate that the farm reserves were about 143 million on March 1st. As we say above, the Daily Trade Bulletin's figures have always been very reliable.

Your committee is of the opinion that probably there are too many crop reports. It would be much better if the Government were able to compile reports that would be more thought of; and as so much of their report must come from persons who receive no compensation, it is reasonable to expect that the parties making these reports are not as careful, or as interested as they would be were they receiving something for their labor. Possibly a larger appropriation by Congress for this work would bring about the desired results.

We hardly think it a wise plan for this Association to go into the crop reporting business, although such a movement has been suggested by former committees and the subject has been more or less discussed. Many think there is no reason why this Association cannot establish a Crop Reporting Bureau as well as the hay and some of the grain and millers' associations.

Your committee has one important recommendation to make, which is, that this Association is not in favor of having the Government crop reports issued at two o'clock Washington time, or fifteen minutes before closing time of the various grain markets. In our opinion the report should be given out about thirty minutes later, when the shipper, miller or dealer in the interior can get as much benefit out of it as can the man located in some market. In other words, issuing the reports as at present gives the city chaps the information and a chance to act upon it before the country boys know what has happened.

We recommend the adoption of a resolution asking that this change of time be made, and also a resolution urging Congress to make a larger appropriation for crop reporting work.

Prest. Reynolds: Gentlemen you have heard the report which is an excellent one. What is your pleasure with it?

Mr. Rogers: I move Sir, that the report be ac-

cepted and spread upon our minutes; and that the recommendations therein contained be agreed to. I heartily agree with the recommendation of Mr. Mayer about delaying the sending out of the crop reports. We people of the East would prefer that our customers in the West, our country friends, should know of that report just as soon as we do. I think it is a most excellent recommendation.

The question being put, the motion carried.

## REPORT ON TRANSPORTATION.

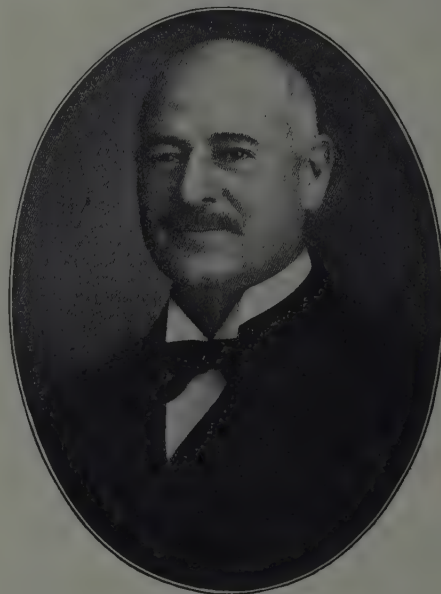
Prest. Reynolds: The Secretary will see that proper resolutions are prepared for presentation to the proper authorities. We will now have the report of the transportation committee, Mr. C. S. Bash, chairman, Ft. Wayne, Ind.

Which report was submitted and read, as follows:

To the President and Members of the Grain Dealers' National Association: Gentlemen:—Your committee on transportation beg leave to report a very uneventful year, as far as any changes having been brought about by your committee in rules of demurrage or the payment of claims for losses on grain or grain products sustained by the shippers and receivers on account of delay in transit and at terminals. Your committee has not thought it wise to ask for any legislation, either state or national, pending the outcome of the meeting of the railroad commissions and the traffic managers of some of the largest industrial organizations in this country with the Interstate Commerce Commission at Washington, D. C. Much information of a general character was given at the hearings, and a better feeling was unquestionably brought about between both the railroads and shippers and receivers.

The consensus of opinion was decidedly in favor of an average demurrage rule, and this system, it was also agreed, was the best from the fact that it furnished a stimulus to the shipper and receiver for the prompt loading and unloading of cars without entailing any loss or hardship upon the railroad companies. Your committee, therefore, urges upon this body the importance of the passage of resolutions endorsing the average demurrage rule and asking the Interstate Commerce Commission to embody the same in any code of rules on demurrage which in the judgment of the Commission should be adopted.

Your committee would further report that many of our railroad companies have changed their systems of paying claims and some of them now are especially prompt in this respect. Your committee wishes to commend this action of the railroad companies and believe a resolution of commendation for this action should be passed, together with a re-



C. S. BASH, FT. WAYNE, IND.,  
Chairman Committee on Transportation.

quest that all roads that have not so far not participated in this system of prompt settlement of claims be asked to at once notify their claim departments so as to put them on a similar basis; and your committee recommends that the Secretary secure at once the names of the roads that have already made the change and that a list of the same be sent to every member of this Association.

Your committee notes with pleasure that every railroad company in the United States is now engaged in a rapid repair of all its equipment, and they especially commend the action of the railroad companies in ordering every car refitted for grain when it is found possible to do so. This action on the part of the railroad companies is greatly to be commended; and your committee would suggest the passage of such resolutions as would convey the deep and sincere appreciation of this Association of their action in behalf of the grain trade.

Your committee notes an extension of diverting stations and milling-in-transit privileges for the grain trade, which we also wish to commend to your attention and suggest an acknowledgment at your hands.



Your committee, in conclusion, suggest that any action looking to very radical changes be delayed, pending the action of the Interstate Commerce Commission, believing that a uniform system, or code of rules, will be adopted and agreed upon by both the railroad companies and the shippers and receivers, which will be equitable and fair, in which event further action by your committee will be unnecessary.

Prest, Reynolds: Gentlemen you have heard the reading of the report; what is your pleasure with it? Let us have some action on this report.

On motion of Mr. Rockwell, of Mt. Vernon, N. Y., the report was received and placed on file.

Prest, Reynolds: This report should have some recognition one way or the other. I would warn you against any consideration of the recommendation in regard to uniform demurrage rules on account of the action you took a half hour ago in appointing a committee to look after that matter. I would not want to hamper that committee; but I

furrows in the field that has but recently been planted, when the farmer or his helper appears first in sight with his gun, the outpost crow immediately gives the alarm with its "Caw! caw!"—away fly all of the crows, soon off in the dim distance safe and entirely out of harm's way; and this may be a good object lesson for our committee.

Then in the line of beneficial legislation, I am inclined to imagine that all are agreed upon this point, that we as an Association cannot get too much of this class of trade protection. Like the old Fenian, who attended a very spirited meeting of the brotherhood, when matters of legislation were being vigorously discussed, and he was called upon to give expression to his views upon the subject, excitedly arose from his seat and exclaimed, "Friends and brothers, you see I am very deaf and haven't heard a word of what has been said and don't know just what yez want, but whatever it is, be jabers! we're bound to have it."

A friend has penned the following lines on

#### THE SITUATION.

When bumper crops deluge the land,  
And prosperous times draw near;  
Then pessimistic worms and bugs,  
Get in their work so queer.  
The Sugar Trust gives up its "graft,"  
And Oleo's on the run,  
The tariff cranks are coming down,  
Since Taft shot off his gun.  
The Hessian fly reporteth now,  
Through the grain belt in the West,  
With rust in oats, and frost in corn,  
Boll Weevil's cotton pest.  
The bedbugs, skeeters and cockroaches  
All have their parts to play;  
They bite and buzz and sting and swarm,  
Alike by night and day.  
The railroads, too, when yields are great  
Big harvests rend the air,  
Start out the cry of car shortage,  
And trick the grain men there.  
For every rose there is a thorn,  
In cereals, fads and fakes;  
Some feeds nowadays are trashy things,  
And hay is "no great shakes."

More seriously speaking, there appears to be an impression among our membership and the grain trade at large, that all manner of legislation inimicable to our interests that has been before Congress is really practically settled or withdrawn. Now, it is our bounden duty to disabuse your minds of that idea, for within a month or more Congress will be in session and all of the objectionable matters that may affect our Association and its purposes are liable without a moment's notice to "bob up serenely," and we must be ready to assert ourselves for the right.

And to put ourselves squarely on record, we declare this Committee, and I believe the majority of the members of the Association, as opposed to the Federal inspection of grain and particularly so as provided for in the McCumber bill.

Diverting charges should be absolutely abolished, as they were only allowable and tolerated when car congestion was general, and it was thought that this diversion tax would have a tendency to prevent delays and facilitate the prompt unloading and discharging of cars and improve the unsatisfactory traffic conditions then existing. The cause now being removed, this objectionable tax should be forthwith eliminated and furthermore as the milling in transit privileges are free, so should all grain diversion be.

We still hold that the rescinding of the duty on wheat from Canada would do much to check the "cornering" of this grain by speculators, which has in late years become a serious menace to the trade.

In the matter of demurrage, it is our opinion and belief that it should be uniformly reciprocal and not otherwise.

And as to the bill of lading, we feel confident that this Association will only sanction a document that is simple and free from all ambiguities, plain in its terms and wording, avoiding all unnecessary verbiage, complex words and uncertain expressions that are liable to be misconstrued. What is needed most is a tersely worded bill that will hold the transportation companies liable, and make safe the interests of the merchant and give the banks full security.

We recommend to this Association the amendment of the act to regulate commerce, which the National Industrial Traffic League proposes to introduce at the coming Congress, a bill embodying therein the particular changes in said act as to protection of erroneous quotations, "the rights of shipper to route freight" and the granting to the Interstate Commerce Commission authority to suspend a proposed advance in rates.

There are some subjects of minor importance that could be touched upon at this time, but I have referred to some of the leading ones.

In conclusion, we cannot too strongly urge our membership to keep in mind some of the sentiments of the well known adage—"Eternal vigilance is the price of liberty."

On motion of Mr. England, the report was received and ordered spread upon the minutes.

#### BENEFITS OF CO-OPERATION.

Prest, Reynolds: Several of the matters that Col. Rogers has referred to have already been provided for in the way of committees appointed to look after them. I think the ground is thoroughly covered; but if any one has a remark to offer upon this report we would be glad to have it. Gentlemen, we have the honor and pleasure of having with us the President not of a rival Association but

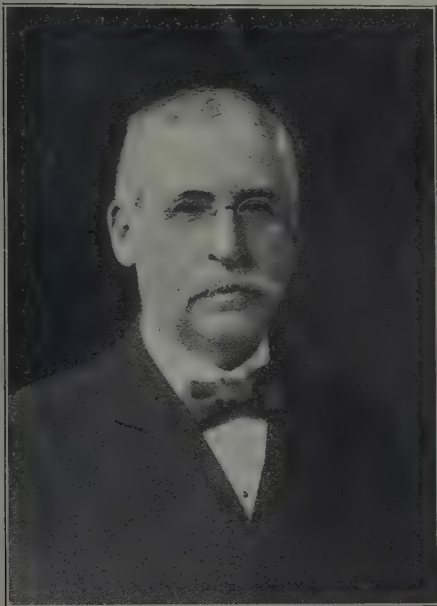
of a sister Association that has been in the field somewhat longer than we have, struggled against some of the same obstacles that we have, and has overcome some of the same difficulties that confront us. We are certainly glad to have with us Mr. Harry W. Robinson, President of the National Hay Association. (Applause.)

Mr. Harry W. Robinson, Green Springs, Ohio, said:

As we leaf the pages of history we find that no nation and no age has ever known the achievements and progress characteristic of the so-called Western civilization. When we search for means by which this has been accomplished, we can readily perceive that it has not been her patriotism and military achievements alone, so noticeable in many periods, that have served as a foundation, but her educational system and commercial industries as well. It is to the latter I would invite your attention at this time. Every branch of American industry, both professional and commercial, has during the past half century not only gone forward step by step but almost by bounds, until today we have far surpassed every other country in our business systems, and as we look into the bright future it would seem we have but started.

Early civilization, though marked in many respects, was not so unusual. We can but hold the accomplishments of our forefathers in the highest regard; yet with all this old world's progress, it has been less than a half century since the present commercial era dawned. It came forth in a glory never before known, because circumstances offered man a new environment. The recognition of rights became greater than the recognition of power; militarism was superseded by industrialism; and arbitration was substituted for war. Then growing industries came to habituate men to maintain their own claims while respecting the claims of others. Thus the new era came forth, penetrating the earth for her treasures; forests and prairies were transformed into fields of fertility; railroads shot forth under the plan of the great nervous system; and wires eradicated distance—all tending to make us a commercial people.

Our times are the grandest the world has ever known; and, like every age of consequence, we have our characteristics. As we read of the ages of architecture, literature, art and philosophy, so the historian will record this as the age of industrialism. We are living in the universal times, composed of all the creative periods; for so much of the materials used in the present structure have been furnished by the preceding ages. The intensity of our activity has been toward development and utilization. The degree of our progress has been so rapid that we have oftentimes been unprepared and unable to master the problems of the twentieth century whereby we might attain the



E. L. ROGERS, PHILADELPHIA.  
Chairman Committee on Legislation.

think that the other recommendations deserve some consideration—not that that recommendation might not receive consideration, but you have taken action on that by deciding to leave the matter of demurrage in the hands of a special committee for the coming year. What is your pleasure with regard to the resolutions to the railroads commending their action as to claims, etc.?

Mr. Rogers: I make a motion to that part of the report referring to the railroads was left in the hands of the resolutions committee for consideration any time in the future after the adjournment of this meeting.

#### REPORT OF LEGISLATIVE COMMITTEE.

Prest, Reynolds: Next is the report of the committee on legislation, Mr. E. L. Rogers, Chairman, Philadelphia Pa.

The report is as follows:

Mr. President and Members of the Grain Dealers' National Association: Your committee on legislation begs leave to present its report for the edification of the convention, and would be pleased to hear from anyone present in the line of discussion or by way of suggestion in relation to such matters which might be to the advantage of this organization.

While the term "legislation," in the abstract and strictly defined, means "the act of making or enacting laws," yet, as we understand our duties, the scope of this committee extends a little further, as our Constitution and By-Laws especially provide for, "a committee of five, to be known as the committee on legislation. It shall be the duty of this committee to advocate by all lawful means the passage of such legislation as may be beneficial to the interests of the members of this Association, and to prevent by all lawful means the enactment of legislation prejudicial to the interests of its members." So I take it we are to be the watch-dogs on prejudicial legislation as well as the advocates of beneficial legislation.

The great corporations and transportation companies, every one of them, have able and shrewd representatives on guard and under well paid salaries at the capitols of the different states and the nation, who are continuously present, when the state legislatures and Congress convene, to act as pickets and to sound an immediate alarm at the first intimation of any detrimental legislation that is likely to be presented for adoption, and it goes without saying that these agents are kept very busy reporting to the various headquarters; and with us it is needless to add that we must constantly be on the alert to give a timely warning to the officials of this organization, and like the sentinel crow that perches on the tree top, while the flock of trespassing birds is scratching out and devouring the seed corn from the



H. W. ROBINSON, GREEN SPRINGS, O.,  
President National Hay Association.

most successful ends. As a result, men in particular lines of work found it advantageous to meet and counsel. Thus the beginning of the trade organization. The value of concentration of thought has become so thoroughly recognized as beneficial and advantageous in any special line of business that the trade organization is found in almost every important branch of our commercial system. Organization has been a natural sequence of our growth. It has been a necessity in order to keep abreast with the times rather than a fancy, as we have found movements of this character in bygone periods. The purposes of organization are manifold, but I would only discuss it from the standpoint of bettering commercial institutions. The trade association first affords an opportunity for social intercourse which from a psychological standpoint is essential to attain the highest degree of success. It has enlarged our field of vision and broadened our views. It has created and developed better rules and plans by which trade is carried on, at the same time tempering prejudices that naturally arise against any changes in the regulation of business. However, I only note these in a passing way to lead



up to the advantages of association co-operation; for, in dealing with such a subject, it is essential that we have a clear understanding of the parts that go to make up the whole.

Co-operation in the broad sense of the term is not only essential to progress but is necessary in the perpetuating of our institutions. Upon it depends the success of the family, the community, the city or the nation; so, in this age of trade associations, we find it not only advantageous and profitable to co-operate, but the activities demand it in order to perpetuate our industrial undertakings. Some lines of trade may seem independent in a way, yet generally speaking every one is dependent upon some other. For example, the success and progress of the hay or grain business are primarily dependent upon the development of the institutions pertaining to production and consumption of the commodities we handle; and, secondarily, upon the success and advancement of transportation facilities, our banking system, and the like. I can think of no better illustration for this primary dependency than the fact, discovered a few years back by our agricultural students, that the increase in demand for corn was greater than our increase in production. The grain dealers' associations were asked to co-operate with the corn growers' associations to increase the production, and it is sufficient to say that the results, if figured in bushels or dollars, would be amazing. As a further illustration in accordance with the spirit of our times, our veterinarians have told us that portions of animal food must be in certain ration to stimulate the growth and maintain the health of the animal. Thus the stock breeders' associations must ere long co-operate with the growers and dealers in animal food products relative to the equal production of these necessities. I might cite you to scores of such illustrations, but time forbids.

Passing, then, to secondary dependencies, I will say that it behooves especially the grain organizations to keep in the closest touch with our banking associations, for the intensity of spirit during these years to amass wealth quickly must sooner or later come to a crisis demanding the concentration of brain power to avoid a catastrophe to our general industries. I do not make this prediction in a spirit of pessimism, for all signs point to a choice near future, but there are certain systems and practices that must be adjusted, and united effort will be needed.

It might seem unwise and even ridiculous for me, as the executive of the National Hay Association, to touch upon the subject of co-operation with transportation companies; yet I justify myself by referring to the "hay rate case" as the product of another period, since the achievements of nine or ten years now amount to more than centuries of old. I firmly believe that if the controversy was the result of present conditions, it would be adjusted satisfactorily by the Hay Association and the Transportation Association of the railroads. I venture to say this because it would be in keeping with the spirit and methods of the age. In dealing with this subject, I would not attempt to carry the impression that the spirit of competition and rivalry for supremacy is waning, for it is the contrary. No period ever offered man the inducements to do things as does ours. Scientific research was never at such a premium. The Cook-Pearry controversy is but an example of the struggle of today. We are doing things, and quickly and fast at that. If the problems of the hour were to be cast into the hands of men of affairs fifty years ago, they would collapse because of the magnitude of them. And why? Because the amassing of thought and effort was not the order of their day.

But the time of reconstruction of industrial affairs was at hand. It was started by the concentration of individual capital and effort, and then the corporation, from whence came the trust with all of its good and evil, the evil much overbalancing the good. However, I only mention the so-called trust

because it became a factor in our commercial system and because it served as an incentive to form trade organizations. Our various branches of industry foresaw the danger of it from many aspects, and I mention in particular its tendency to destroy individualism, which from an ethical standpoint has been one of the safeguards of our gigantic systems. These underlying strata in the foundation of our associations alone should make every American engaged in commercial pursuits proud to be identified with a trade association pertaining to his particular line of business.

I might ask you to indulge me in further discussing the advantages of trade organization without departing from my subject too far, but I deem it unnecessary. Then I will pass to the direct advantages of association co-operation. Like business communities, we find almost every kind closely allied to some other; and in this connection I want to consider the relation of the Grain Dealers' National Association to the National Hay Association. I suggest this because it is exceptional to find two strong trade associations with interests more closely allied and I think that nearly half of us are engaged in both branches of business. The Hay Association is somewhat the older and from its growth and success may be attributed the organization of the Grain Association. Our purposes are similar. Both had to pass through a period of depression before becoming successful, and today both are in a healthy, growing condition at the highest point of value in their existence. We have at all times upheld each other in the formation of grades and trade rules, as well as in the execution of same. Through harmonious work both have become the stronger. It is due to our friendly relations that the Hay Association is represented on your program, and in behalf of that organization, it affords me great pleasure to extend to you the right hand of fellowship at all times and I assure you that we stand ready to give and receive assistance that may be of common interest.

In concluding, I cannot refrain from repeating the sentiment I expressed in the beginning, that we are in business at a time that demands organization for the preservation of our spoke in the industrial wheel. In spirit, carry the paint brush with you through the year as you pass back and forth along the avenue of industry, and occasionally touch it up by sending your secretary an application, a word of encouragement or a suggestion for the good of the association, and then as you pass by you will always know it by its brilliancy. Don't allow the indifference of a competitor to chill your loyalty and enthusiasm because he goes on reaping the general benefits of your effort by the expenditure of time and money, for when this business parasite is allotted his final narrow space of Mother Earth, future progress of the grain trade will owe him nothing. Again, you should not forget that you are a part of this organization and because of that you have a duty to perform so long as you belong, and the better you perform that duty the better you will appreciate the association. We should guard against being a drone in this hive of industry by standing back and watching others do the work. An ancient king once said to Pythagoras: "Tell me, oh, lover of wisdom, what is thy occupation?" To which Pythagoras replied: "Oh, King, thou knowest the manner at the Olympian games, how that some come to contest for the prizes and some to sell their goods and some to see their friends and have good cheer, while others come simply to look on. Know, then, that I belong to this last class." I sometimes fear that some of our associations have too many followers of Pythagoras in this respect. It would seem fitting to recall to such the remark Lord Bacon once made: "In this world it is permitted only to God and the angels to be lookers-on."

Then, again, internal co-operation is an essential attribute in attaining your true purpose, for without this you are sure to fill an early grave. Harmony

is the stronghold of any institution; so in your differences of opinion to which you have a right, be sure and silence your convictions, should they reach a degree so as to threaten the life of your association. Remember, if progress continues at its present speed, before ten years more you will have need of this Grain Dealers' Association, if you continue in the grain trade. Therefore, cherish it; support it; protect it; and care for it tenderly, so that as it grows stronger it may be of service to you when you need it.

Thanking you for this opportunity, I wish for the Grain Dealers' National Association a year's harvest even so bounteous in results that all corners will be cut in order to increase your speed on the road to success.

Prest. Reynolds: We certainly appreciate the Address just delivered to us. Have you any action to take on it?

Mr. Rogers: I move that the paper read take the usual course, that it be spread upon the minutes and that this Association take this occasion to accept the right hand of fellowship as extended to us by the National Hay Association through its President. We appreciate the same, and extend our best wishes for the welfare of that Association as well as our own.

The motion being properly seconded, carried unanimously.

Prest. Reynolds: Mr. Robinson, we certainly thank you and we want you to know that you will always have a strong ally in the Grain Dealers' National Association. If the battle gets too hot just call us over, and we will go out on the skirmish line to help the National Hay.

### CUP PRESENTATION.

Mr. Charles England, Baltimore, Md.: May I ask your indulgence at this time Mr. President, on a privileged matter?

Prest. Reynolds: We would be pleased to hear you.

Mr. England: Sir the position of president of the Grain Dealers' National Association carries with it high honor to which any man might aspire with laudable ambition. To successfully hold that position is a distinction which to be worthily worn must be merited.

To close a double term of office as you have done, having carried the Association forward in a businesslike way, and having endeared its members to yourself at the same time, implies a combination of business judgment and personal qualities as is rarely found in man. This Association has right before it now your record for the past two years. Most of us recall your Association record and your efforts running back during the whole life of the organization. Many of us remember that in years gone by the high honor to which I have referred was yours, but with marked unselfishness you declined it, believing as you did—a belief contrary to that of your many friends—that the best interests of the organization could be served by your refusing to at that time accept the office.

It is your unselfishness, your desire to carry the Association forward, and your loyalty to its interests, that has made your administration so successful.

It is very hard to find words to properly depict a good record. Ordinary matters can be related because they can be exaggerated; but nevertheless your brothers of this Association have chosen



A FEW OF THE MEMBERS OF THE GRAIN DEALERS' NATIONAL ASSOCIATION CAUGHT AT THE SOLDIERS' MONUMENT.



me as their humble mouthpiece to express to you upon this occasion their appreciation of all you have done for them as members of this Association and for the personal interest which you have taken in each one of them.

This day, sir, marks, as I understand, an anniversary personal to yourself. We do not want to intrude too much upon those matters; but dare we hope that in years that may come hereafter you may record this day somewhat as a dual anniversary and upon its yearly recurrence think of us as we shall always remember you?

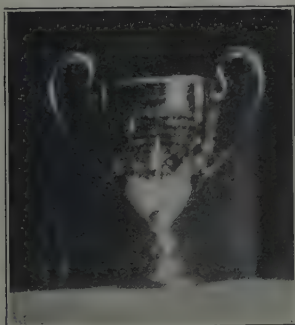
Mr. President, there are things that can not be rewarded; but it does give men pleasure sometimes to put upon record their feelings, and by means of some slight token to make that record permanent. On behalf of your friends in the Grain Dealers' National Association you are asked to look upon this [presents loving cup] merely as a slight token of the esteem and regard in which you are held, and as symbolic of our wish that your cup of happiness may always be full to overflowing with prosperity; and, sir, in conclusion, may I add the hope that you may live longer than I have time to count the years, ever beloved and loving; and when Old Time shall lead you hence, may goodness and you fill up one monument. (Applause.)

(The remembrance presented to President Reynolds was a solid silver loving cup, inscribed as follows: "Thirteenth Annual Convention Indianapolis, Ind., October 8th, 1909. Presented to A. E. Reynolds by Members of the Grain Dealers' National Association as a token of esteem and appreciation of his earnest work in behalf of the Organization.")

President Reynolds: Well, boys you are taking somewhat of an advantage of me, and you certainly completely overwhelm me. You did not owe me this, and the fact that you did not owe it to me makes me appreciate it all the more. When one is exalted to a position such as I recognize you exalted me to when you elected me as your president, one assumes not only a responsibility but he owes it to those who advanced him to the position to give the very best there is in him. In my humble way I have tried to do that. If I have succeeded it has been more on account of the loyalty of you who have stood in the rank and file of battle who have gone at my command, who have come at my beck and call, who have given me the assistance and the kindly consideration that you have given me—more to them is the honor due than to him who stands at the head for the time being.

I have not at my command words to express my profound appreciation of it; and as I retire to-day from the head of the Association I want you to know that I return to the ranks as thoroughly determined to work for this Association and to assist its president in every way I can help it to be a success as you have been constant in assisting me throughout my incumbency in this office.

As I look down the vista of the future and see one by one these earnest workers retire to the ranks of the superannuated—as I see the time when I myself will be in that class, I imagine that I can see when the shadows shall have longer grown about the firesides east, west, north and south the many friends whose hearts are enshrined in this chalice, and I shall ever gaze into the fire when those days come with sweet memories of, and in-



THE CUP.

creasing love for, all those the recollection of whom this will bring back to me. Gentlemen, I thank you. (Applause.)

Gentlemen, we now have one more very important matter, which this to me very sacred and pleasant occasion has for the time being deferred.

### THE ASSOCIATION AND A FEDERATION.

The next Address will be on the subject of "The Grain Dealers' National Association and the Proposed Federation of Grain Exchanges," by Mr. Geo. A. Wells, Secretary Western Grain Dealers' Association Des Moines, Iowa. I want to say for Mr. Wells that this is wholly a labor of love on his part and that it came after the very earnest and

persistent persuasion of Mr. Tyng, Mr. Clark and myself in Chicago a few weeks ago, when this subject so unexpectedly was thrown on us after the action of the Chicago Board of Trade at their entertainment on the 17th of last month. Gentlemen, Mr. Wells!

Mr. Geo. A. Wells, Des Moines Iowa: I had hoped that I would have had a larger audience of members of the Western terminal markets, as what I have to say is addressed to them, as well as to the members of the Grain Dealers' National Association.

Mr. Wells' address was as follows:

Mr. President and Gentlemen:—When President Reynolds invited me to address you, I told him that it did not seem possible, or, in fact, consistent, for me to do so; but the honor that he so kindly urged upon me prompted me to feel that it is not always wise to be consistent. The subject is a dry one and I anticipate that some of the ideas that I shall attempt to suggest may not meet with unanimous approval.

I have been secretary of a grain dealers' association for about ten years and thoroughly believe that the time has come when a complete organization of the grain trade as a whole is absolutely necessary. I have indulged in a good many Association "pipe-



GEORGE A. WELLS, DES MOINES,  
Secretary Western Grain Dealers' Association.

dreams," as an ambitious secretary must necessarily do. The ideal situation dreamed of and desired, however, as a rule, is accomplished only in part, and often when we wake up we find some of the dreams to be irrational and out of line with practical common sense. This, it would seem, however, is incidental to the natural process of development.

The first efforts of organization in the grain trade were no doubt prompted to some extent by selfish motives and for selfish purposes; but as we progress along these lines, it is being recognized that such organizations as boards of trade and grain dealers' associations must develop laws unto themselves, that are just and equitable to all concerned, and that the rules and regulations promulgated by them must be fair to the public, whom they should serve to some extent. In fact, I believe that all trade organizations should be considered quasi-public and as having some degree of responsibility to society at large.

Grain trade organizations, in my opinion, have been too slow in recognizing their responsibility to society and the public, and because of the fact that the spirit of selfishness has been allowed to dominate the policy and rules to some extent, we have invited antagonistic agitation, followed by more or less irrational legislation. In the broad sense, we should recognize the fact that there is need of, and that there has been a decided uplift in, the moral standard, partially as a result of such agitation, and unless the grain trade can demonstrate its ability to govern itself judiciously and with justice to the public, we may unquestionably look for further governmental supervision or control.

The grain trade can, in my opinion, govern itself to the satisfaction of the public and in such a manner that there will be no need of the expensive machinery of governmental supervision or control, and that the grain producer and farmer cannot obtain in any manner a better result in his interest than may come from the present condition, under the existing laws that are sufficient to prevent combination and restraint of trade, if in co-operation with this situation there should be a complete organization of the entire grain trade of this country, through which may be obtained a most efficient and economical distribution of our grain products. Professional ability in the grain trade is a benefit to the farmer; and the idea that prevails to some ex-

tent among farmers, that the middle man, or grain dealer, is unnecessary, is a ridiculous fallacy. Special fitness and practical experience is necessary in the grain trade just as much as in any other business.

This has been demonstrated in Iowa and other Western states during the past few years, where farmers have been engaged in the grain business by the organization of so-called farmers' elevator companies. These companies undertake to monopolize the grain business by requiring the farmers who are stockholders to pay a penalty when they sell grain to other buyers. The grain dealers have as a rule been paying more for grain than these farmers' companies and are making reasonable profits, while the farmers have generally been losing money. The farmers' companies manage their business by boards of directors, who are farmers that as a rule have no technical knowledge of the business of merchandising grain, and are unable to compete with the professional and competent grain dealers. It requires professional ability to merchandise and distribute the grain crops of this country so that the grain produced by a farmer in Iowa may find its way expeditiously and when needed to the jungles of Africa, or any other more or less remote parts of the world. Any governmental legislation that handicaps the ability of the professional grain merchant to perform his business expeditiously and economically is detrimental to the interests of the producer; and the only proposition that the producer should require is that grain trade organizations be not allowed to become selfish and powerful enough to arbitrarily exact excessive profits.

The grain trade have, during the past ten years, to my knowledge, demonstrated to a large extent their ability to govern themselves judiciously and with justice to the public. The constitutions and by-laws of all boards of trade, grain exchanges and associations invariably set forth high standards of moral responsibility; but, like the church, the individual member does not come up to those standards because of the selfish spirit that dominates every man's nature.

In the early days of the grain trade, the shipper had no protection in the matter of weights at destination. He was sure to suffer a carload dockage of several hundred pounds, and sometimes stealage besides. He often found himself dealing with irresponsible dealers, with no means to inform himself or obtain protection. The irregularities and abuses were numerous and the consequences serious. These abuses have been corrected by the grain trade itself to a large extent, and this improvement in conditions has come about by the demand, and because of the conflicting and varied interests within the grain trade itself. Country shippers and grain dealers' associations made complaint, and the terminal market organizations were influenced by them to correct the abuses thus complained of, and as a rule the boards of trade responded promptly to these complaints by using the machinery of their organization to correct the abuses; but the boards of trade, up to this time, have been to some extent prompted to do this by competition as between the different terminal markets, which competition, it would seem, may be largely eliminated by the proposed federation of grain exchanges.

It is quite natural for the officers and members of large grain exchanges to feel that they are competent to promulgate judicious rules and regulations affecting the public; but I contend that human nature is endowed with so much selfishness that a number of persons of the same class, having similar interests, as an organization like a board of trade, are almost certain to lean towards their own interests, and are not always informed of the views or the practical requirements of those whom they serve, who are not members of the exchanges and consequently have no voice in the consideration of such questions as may affect them. The country shipper and the local distributor are important factors in the grain trade, as they have extensive business relations with the members of the different boards of trade. In fact, the commission merchant who holds the membership in the board of trade is merely the agent of the country shipper and the local distributor.

The interest of the country shipper is identical with that of the producer, and the local distributor with that of the consumer, and they should have the privilege of an impartial hearing and decision on any questions that may arise as between them and the grain exchanges. The grain exchanges should have the same privileges as other grain trade organizations or individuals, and a refusal to grant a hearing or an arbitration by any organization or individual in the grain trade should be held as guilty of uncommercial conduct and subject to a penalty.

Grain trade organizations should (1) promote economy in the mechanical and commercial facilities of distribution, (2) adjudicate differences by arbitration, (3) disseminate pertinent information, and (4) educate law-makers in regard to the practical requirements of the grain trade and inform them of the facts in refutation of attempts at irrational legislation. It is natural that each class in the grain trade should have its organization, but it would seem that we should have in this country a grain trade organization that will act as the higher tribunal of appeal for all other grain trade organizations, including especially the grain exchanges, boards of trade, and state associations and thus harmonize the differences that may arise; as or instance, between county shippers and the terminal market dealers.

There is complaint that dealers default on contracts; that grain purchased under outgoing inspection certificates is not up to the grade purchased; that exporters are not shipping grain equal to the grade purchased, etc. All of these matters could be investigated and judiciously disposed of, with the result of improved conditions by the ma-



chinery that might be provided by the organization that would be recognized as the highest tribunal in the grain trade.

The grain trade is subject in a greater or less degree to Federal legislation, and bills are being continually presented to Congress at every session to satisfy an irrational public sentiment, or as slogans to maintain political positions. These bills are usually considered hurriedly, without having at hand much specific or practical information, and often with a spirit of prejudice; and it is impossible to educate Congress in the details of these questions by sending a delegation to appear for a few moments before a committee, and such delegates are usually unprepared to offer technical or specific information.

The grain trade should have a permanent representative in Washington, whose business should be to see that the members of Congress are individually provided with all the information necessary to enable them to act intelligently on any bills that may come before them affecting the grain trade.

The Grain Dealers' National Association should be established on such a basis as to be able to perform the work that I have outlined, and should have the moral and financial support of the grain trade at large, including the grain exchanges and other associations, and be recognized as the court of final appeal, to have authority and facilities to conduct investigations, and to deal with national legislation.

I do not believe that the proposed federation of grain exchanges will meet with favorable public sentiment, unless it is known that the public may have an impartial hearing before a recognized higher tribunal, such as I believe the Grain Dealers' National Association should be. If this cannot be accomplished, then it is probable that the best arrangement would be to have a commission appointed by the Government, with similar relations to the grain trade as the Interstate Commerce Commission has to transportation, having the power to conduct hearings and make investigations to such an extent as may be necessary to protect and satisfy the public, anticipating that such work by a commission would demonstrate that there is no necessity of the expensive machinery that would be required to carry on the work of Federal supervision or control.

In conclusion, I would say that the Western Grain Dealers' Association, of which I am secretary, represents the interests of country shippers, and the expressions that I have received from our members prompt me to say that we are in favor of a federation of the grain exchanges if the purpose of such a federation is to promote uniformity in rules that effect economy and prevent abuse in the grain trade, but that we are opposed to the federation if it is for the purpose of promoting rules that will place additional charges or unreasonable requirements on the country shippers and producers. And that if there is to be a federation, there should also be a complete organization of the grain trade with the Grain Dealers' National Association established as the highest tribunal of appeal, to be supported morally and financially by the different grain trade organizations, especially the grain exchanges, boards of trade and other grain dealers' associations.

During the delivery of the foregoing paper Mr. Wells interpolated side remarks as follows:

(a) I know that there are terminal market dealers that would enter into a discussion of this question, and I am going to briefly digress from my paper and take up the very first subject that they have proposed, which is the business of sales of cash grain for future shipment. Most of our country shippers as a rule would object to that regulation of long deferred shipments; for instance, if a country dealer was foolish enough in his business to speculate and offer to sell corn in August for December delivery, he ought to put up a margin; but in the ordinary course of business, ten, twenty and thirty day shipments, I believe there is a chance for discussion. I believe that when that proposition comes up before the Boards of Trade that the country shippers should be heard. I further believe that if they cannot agree it should be referred to arbitration before a higher tribunal. That I will touch upon further.

(b) I have a reputation as a boycotter; and I want to say to you that there is a wrong impression extant as to the boycott. Legal advice that I have had is to the effect that a boycott for a good moral purpose is absolutely legitimate and will be upheld by the courts; and that a grain trade organization has a right to boycott if it is to uphold a good principle, and that the courts will uphold them in it.

(c) Arbitration, I believe, is the fundamental principle of the whole plan of organization. If the grain trade is to organize completely it must first decide to absolutely enforce arbitration. The Western Grain Dealers' Association, and formerly the Iowa Grain Dealers' Association, have always enforced arbitration; and we have, I presume, expelled during the life of the organization as many as twenty-five members because they refused to arbitrate or because they refused to settle arbitrated differences with terminal dealers. Now, what was the result? It was this, that we did not get the support of the terminal dealer in that arbitration. We served the man that made the complaint, but the other fellow in the terminal market was ready to go right around and get after his business, and he didn't lose very much when he got out of the Association—until later on. I have always found as a matter of observation that those men who refuse to arbitrate, sooner or later quit the grain business.

(d) I believe that your Association and the members of your Association are of that class. I am not a believer in members of the terminal markets belonging to state associations, or vice versa; because I believe that to carry out complete organization each organization should stand on its own foot-

ing and act for itself, so that these differences may come to be fairly and squarely handled.

(e) A year or so ago when I was in Washington as a delegate to the National Association I appeared before a committee of the National Association in regard to Federal inspection, I got a different view of the average Congressman than I had ever had before. I believe that there are a good many men in Congress that are looking for facts and are willing to deal with them. There are radical men, of course, and there are prejudiced members; but there are also men who are looking for information. I believe that the Grain Dealers' National Association should be represented in Washington, not as a common lobbyist with a lot of money to dispense and to buy members, but to get information and to give information that each man peculiarly needs to fill out what he lacks in his knowledge of the questions with which we deal. If you will go and sit down with those men you will find that they are looking for information more than you expect.

I know I took occasion to call on a Kansas member in regard to a question of future trading, and I found that he had introduced a bill in Congress on that subject, and he said that he was very glad to talk with somebody who could impart information on the subject. He added, "I have a bill before Congress, but I will confess that the subject is too deep for me. I do not know much about it." He talked with me for over an hour, and seemed to want to keep on talking and looking for information. He is a man who has a reputation of being quite radical. I think there is a great deal of work of that kind that could be done.

President Reynolds: Gentlemen, you have listened to this very comprehensive handling of this entire subject. What is your pleasure as to the paper you have just heard?



THE START OF THE LADIES ON THE AUTOMOBILE RIDE.

Mr. Tyng: Mr. President, I move that the thanks of this assemblage be tendered to Mr. Wells for his very able paper covering this new subject so thoroughly; and that the paper be spread upon our minutes.

The motion was seconded, and carried by unanimous vote.

### THE RESOLUTIONS.

President Reynolds: This completes the work of the forenoon program, so we will take up the work of the afternoon session. If there are no special committees to report we will hear the report of the resolutions committee, Mr. Grimes, chairman. I want to say that we cannot thank Mr. Grimes too much. He has worked at this so long and his resolutions have always proved, under the test of time, to be so wise, that we are always glad to hear his report.

Mr. Grimes: I thank the President for his very kind words. I want first to congratulate Brother England upon his excellent address when presenting the loving cup to the President. Now, gentlemen, I want to call your special attention, before proceeding to read these resolutions, to the fact that sometimes resolutions crop out in an organization, that do great injury and should not be adopted; and while I do not think that we have a resolution here, as your committee have carefully gone over them, that would come under that head, at the same time there might be such, and, therefore, I want to caution you to listen to them as carefully as you can. I believe I will suggest, in order to expedite matters, that if there is no objection it will be understood that the resolutions are adopted without a vote on each separately.

President Reynolds: We will follow that rule, so that if there are objections to any resolutions, let us hear the objection as soon as the resolution is read, and then we will lay that one aside for separate consideration at the close.

Mr. Grimes read his report as follows:

AMENDMENTS TO ARTICLE 4 OF THE BY-LAWS, APPROVED BY THE BOARD OF DIRECTORS, AUGUST 10, 1909.

Section 7. Any member who may be delinquent in his dues shall not vote or speak, upon any question,

at any meeting of this Association, nor shall he be allowed to resign until after such dues have been paid. Members in arrears for one year shall, upon the recommendation of the Executive Committee, be stricken from the roll; provided, that upon the receipt of positive refusal from a member to pay his dues in accordance with the requirements of this article, the Secretary shall, with the approval of the Executive Committee, strike the said member from the roll and notify the direct members and Secretaries of Affiliated Associations of the action; provided, further, that this section shall not be construed in conflict with Section 8 of this Article.

Section 8. Any member in good standing, with dues fully paid up, may resign from this Association at any time by filing his written resignation with the Secretary-Treasurer; provided, however, that no resignation can be accepted while unadjusted trade differences exist, or while arbitration is pending, or while an award of the Arbitration Committee remains unsettled. (See Section 9 of this Article.)

Section 9. To render Section 8 of this Article of full force and protection to members, the Secretary shall, upon receipt of a member's resignation, immediately send a copy of the full text of the resignation to direct members and Secretaries of Affiliated Associations. If, at the expiration of 30 days from the date of notice, no objection shall be filed, the Secretary shall notify the resigning member that his resignation has been accepted, and report the result to direct members and Secretaries of Affiliated Associations.

### RESOLUTION INCREASING THE CROP REPORTS COMMITTEE.

Feeling the necessity of increasing the committee that is now represented as and called the Crop Reports Committee to the number of eleven instead of the present number, three, it is hereby

Resolved, That this Convention increase the number to eleven.

### RESOLUTION TO CLOSE EXCHANGES AT 1 O'CLOCK INSTEAD OF 1:15.

This Association has been requested by some of the members of the leading boards of trade to present and if possible adopt the following resolution; be it

Resolved, By the Grain Dealers' National Association that it is to the interest of the members of the different boards of trade and chambers of commerce to adopt a new rule as to closing their daily sessions and naming the hour at 1 P. M. instead of the present closing hour, 1:15. This to apply to all business days during the week, with the exception of Saturday, and the same hour that is now the custom, to be continued on Saturday, to-wit, 12 o'clock noon.

### IN THE MATTER OF STEEL CARS.

Whereas, The grain shippers and carriers of the country suffer annually untold losses by reason of defective cars; and

Whereas, The railroads of the country build steel cars for carrying coal, oil, mail, and passengers; and

Whereas, The Illinois Grain Dealers' Association, and the Indiana Grain Dealers' Association have several times passed resolutions petitioning the carriers to build steel cars for shipping grain; and

Whereas, Many of the carriers' companies have and are investigating the question of steel cars for the transportation of grain; therefore, be it

Resolved, By the Grain Dealers' National Association in convention assembled in the city of Indianapolis, that it is the sense of the Grain Dealers' National Association, and they do hereby respectfully represent upon the railroads and earnestly urge upon them, that hereafter when placing orders for additional box cars, they order them constructed of steel.

Resolved, That the Secretary of the said Association be and he is hereby requested to forward a copy of these resolutions to the proper officer of each Carriers' Company who do a grain carrying business.

### UNIFORM PRACTICAL GRADING.

Whereas, We favor not only uniform rules for grading grain, but as nearly as possible uniform grading under those rules in the several markets; therefore;

Resolved, That we recommend to the several exchanges of the country the adoption of some method of supervision of the inspection which will secure



practical uniformity in the grading of grain in all the markets where the uniform rules are in force.

#### CAR SERVICE RULES.

Whereas, At the meeting held in Chicago on September 28th by the sub-committee of the Association of Railroad Commissioners which was considering the proposed uniform car service rules, certain representatives of the carriers were invited to be present and participate in the conference; and

Whereas, A general conference had previously been held in Washington in which both carriers and shippers had been invited to participate and present fully their respective interests; and

Whereas, Said sub-committee decided at the above named meeting to keep its conclusions under cover until the evening previous to the meeting of the Association of State Railroad Commissioners in Washington, on November 16th;

Resolved, That we deplore the injustice and unfairness to shippers and receivers of freight indicated by this action, in that they and the other members of said Association are to be kept in ignorance of the recommendations to be made by said sub-committee while the carriers may be fully advised of their action through their representatives who were present during the deliberations of the committee.

Resolved, That a copy of this preamble and resolution be sent by the Secretary to the chairman and each member of said committee.

#### AS TO SPECIFYING TIME LIMIT IN TELEGRAMS AND LETTERS IN CONNECTION WITH OFFERS AND ACCEPTANCES IN DEALS.

The question as to the advisability of embodying in the Trade Rules of this organization a new rule affecting the time limit that should be named when traders are trading under the rules of this Association as to how long those interested should allow each other as a limit to accept or decline offers made on grain and other products dealt in by members of this organization,—

Your committee felt that as there was such a wide difference as to the necessities of the time limits on account of the different trading points, it would be unwise to embody in our Trade Rules a new rule governing this particular point, that a specific time be named in the telegram when the option on bid contained therein expires.

#### RESOLUTION OF THANKS TO SENATOR BEVERIDGE.

Resolved, That this Association extend to Senator Beveridge its hearty thanks for his masterly address.

The Association showed by its action following the address of the distinguished Senator its appreciation by a rising vote and a "Hip, hip, hurrah;" but your committee on resolution deem it proper and right to express themselves in the form of a resolution, so that it could become part of the records of this meeting.

The address was one of the most masterly that it has ever been the pleasure of the members of the Grain Dealers' National Association to listen to, and confining it, as he did, to the principles of the convention, it was the master stroke delivered by a master hand. Be it therefore

Resolved, That this resolution be spread on the minutes and a copy forwarded to Senator Beveridge.

#### THANKS TO THE GRAIN JOURNALS.

Your Committee deems it proper and right at this time to extend to the different trade journals published in the interest of the grain trade, who have so kindly given publicity to this meeting, their very great thanks, with the assurances that their efforts have been more than appreciated.

We feel that we can not overlook the energetic and commendable action on the part of the "Hay and Grain Reporter" in so expeditiously furnishing to the members a neat and complete copy of President Reynolds's address.

#### RESOLUTION OF THANKS TO THE PRESS OF THE CITY.

Recognizing the good work that has been done by the press of the city of Indianapolis in their efforts to give the convention all mention possible in the issues of the different papers, and also recognizing the value of this work to the betterment of the Convention work; be it

Resolved, That we extend to the press the thanks of this convention and assure them in this public manner of the appreciation in which their efforts have been received by the members of the Grain Dealers' National Association.

#### RESOLUTION OF THANKS TO PRESIDENT AND SECRETARY.

This Association could not have acted in a more generous manner than they did when they passed a vote of thanks to President Reynolds for his energetic and hard work for the past two years; but your committee felt that the action of the Association should be on record in the shape of a resolution; therefore, be it

Resolved, That the members of the Grain Dealers' National Association extend to President Reynolds the gratitude of each and every member for the most excellent service that he has rendered to each individually and all collectively by his energetic, hard, tireless work in the interest of the Association for the past two years.

We also desire to extend to Secretary Courcier the thanks that are most surely due him. His indefatigable labors, covering almost the entire grain growing states of this country, personally, have undoubtedly added to the reputation and the betterment of the Association.

Through his and President Reynolds's efforts, the National Association has become a prominent factor in the halls of Congress and is looked upon today as one of the leading organizations of this country.

It is, indeed, gratifying to this committee to be able to intelligently make this statement, and surely the thanks of all its members are due to our worthy Secretary.

#### THANKS TO THE MANAGEMENT OF THE HOTEL.

Resolved, That we extend to the management of the Claypool Hotel and Mr. Henry W. Lawrence and his assistants, the thanks of this assembly for the courteous treatment that has been received by the members of the organization, both collectively and individually; and it is a source of great pleasure for this Committee, upon investigation, to recognize the treatment in offering this resolution.

Everything that could possibly be done for the comfort of the guests has most surely been accomplished, and we feel safe in saying that those who have had the pleasure of the courtesies of the Claypool, emanating from the office force, will leave the hotel feeling that they have been taken care of in a most excellent manner.

#### RESOLUTION OF THANKS TO THE MEMBERS OF THE BOARD OF TRADE OF INDIANAPOLIS.

Resolved, By this Convention that the thanks of its members be extended to the members of the Indianapolis Board of Trade and the numerous committees that have had charge of making this convention a complete success.

The committees have arranged the social features in such a manner that they have been very pleasing. They have so delightfully entertained all those who could avail themselves of the opportunity offered them that they have surely accomplished what they set out to do.

We feel that it would be an injustice, perhaps, to mention individuals in connection with this resolution, as all the committees seemed to have used their very best efforts to carry out a program of entertainment that will be long remembered by those in attendance.

We also desire to thank the ladies of Indianapolis for the very excellent manner in which they have taken care of and added to the enjoyment of their lady visitors.

#### NATIONAL COUNCIL OF COMMERCE.

Whereas, There has been organized in the city of Washington, what is known as a National Council of Commerce which invites all industrial and trade organizations to become members for the purpose of bringing the department of Commerce and Labor in to closer touch with the needs of the business of the country; and

Whereas, There is pending in the National Congress certain legislation in which the grain trade of the whole country is deeply interested, and believing that a connection with the National Council of Commerce will be of vast benefit to the trade; therefore, be it

Resolved, That the directors of the Grain Dealers' National Association be requested to secure a membership in the National Council of Commerce, which permits one delegate for each membership, and that they appoint President A. E. Reynolds to be such delegate.

#### THANKS TO THE GENTLEMEN WHO HAVE FAVORED THIS ASSOCIATION WITH PAPERS OF INTEREST AND INFORMATION TO THE MEMBERS.

Your committee, realizing that it is no easy task for the gentlemen who have so kindly consented to and have delivered to this convention addresses upon subjects that have been assigned, desire on behalf of the members of this Association to extend thanks to Rev. Dr. Stansfield of Indianapolis, Ind.; the Hon. C. A. Bookwalter, Mayor of the city, and the Hon. Aquilla Q. Jones, president of the Indianapolis Board of Trade; to President William B. Foresman of the Indiana Grain Dealers' Association; to C. C. Miles of Peoria, Ill., for the interest that they have shown in accepting the invitations extended to them, and for their able addresses to this convention.

This committee also desires to extend thanks to the different chairmen of the committees, whose reports were of very much interest to the convention.

This committee also desires to extend a special vote of thanks to the Honorable John H. Marble, who so kindly consented to deliver an address upon the "Proposed Uniform Code of Demurrage Rules," which was one of the most instructive and masterly efforts that has been the pleasure of the members to listen to. The Honorable Mr. Marble's remarks were of such note that all who had the pleasure of hearing him were very much enlightened upon the subject that he so intelligently handled, and the information that he gave was of vital importance to the grain trade in general, and, therefore we desire to extend to Mr. Marble a special vote of thanks.

#### Comment on resolutions 1, 2 and 3:

Mr. Tyng, Peoria, Ill.: Would it not be well to insert the words: "Central Time" there, because that would not correspond with Eastern time?

#### THE MATTER OF TIME IN TELEGRAMS.

#### Comment on resolutions numbered 6 and 7:

Mr. Grimes: This was a matter brought up yesterday and referred to the resolutions committee. It is read now at the suggestion of Mr. Beatty of New York, which suggestion I personally think is a very excellent one, and one that will cover the situation and prevent any possible chance for dispute. Mr. Beatty made this suggestion, that in sending your telegrams on any important matter you begin the telegram by stating the time that you send it from the telegraph office or your office: for instance, "11:15. Bid forty-five for ten thousand number two oats f. o. b. your track. Limit of acceptance thirty minutes." This will show itself to you as being the proper thing, it will show the Telegraph Company when it received that message, that it has been sent at 11:15. The party who receives it knows that it left the office at 11:15; and then as to the time it reaches him, there is a ques-

tion to be determined as between the time of sending and the time it is received. If such a plan is followed by all who send messages there would be no question whatever as to the responsibility for mistakes. You understand it, I presume? It is very simple. I think it simplifies the whole situation. Start your message by naming the hour when sent.

Mr. Rogers: It seems to me that is a little indefinite, "your acceptance thirty minutes." Do you mean from the time that the message was sent? It might be two or three times thirty minutes before it was received. I think that some rule should be made, such as we discussed yesterday. I approve of naming the hour that you send the message, but say "acceptance to reach me by a certain time."

Mr. Grimes: That is only to illustrate the general form of a message beginning with a statement of time.

Mr. Beatty: The time of the message in plain English will show the Telegraph Company, which is the servant of the sender, that that message has been sent at that time. If we use a code word the efficiency of that feature of the message is destroyed, and the party who receives the message, if the market has advanced very sharply, sees at once that it is unjust to the Western shipper to sell that grain. It is often very hard for any grain man or organization to fight a corporation like a Telegraph Company, and you cannot get any redress for any delay in transmission. This is in the nature of a safeguard; it shows to the manager of the Telegraph Company that he has got to give more efficient service.

President Reynolds: I acknowledge the efficiency of having it in full in plain English.

Mr. Grubbs: I think so, too. It will give the Telegraph Company notice that that message is in time and that if it is not delivered by a certain time it is of no value to the sender. I think it is an excellent idea.

President Reynolds: If this subject is not to be discussed later, I would like to have it thoroughly discussed now. I will say to my company when I go home to adopt that plan right away. It is a new idea that never occurred to me before. We will do better to pay for a few thousand extra words in the course of a year in order to be sure that the time is recorded every time; and I shall recommend to my company to adopt it at once. If there are any objections to it, therefore, let us hear them now. It appears to me to be an excellent thing to do.

Mr. L. A. Morey, New York: I would like to move that the Secretary be instructed, if he is the proper man, to supply a code word for that and have it printed and sent to all the members of the Association, including the Philadelphia members, so that all will understand it. I believe if you are going to adopt this that it will be much cheaper and easier for the Secretary to do it than it will be for each shipper to write to every dealer that that word means so and so.

Sec'y Courcier: If you are going to take that up the Secretary would like to act advisedly. He can only do that when he knows what is wanted. I would suggest that if you are going to do this you give the Secretary the assistance of a code committee. You can just as well do it.

Mr. Morey: I will include that in my motion—that a code committee be appointed and that they report to the secretary, and that the secretary send it out.

President Reynolds: As I understand it, it is not the sentiment here to use a code word for that.

Mr. Grubbs: I think that plain English at the starting of your message is what we need. If you want to use a code message you can use Robinson's Code. Nearly everybody has that. If you get up a new code word there will be a great many people that will not have that code word and until we have got a word that is in general use by the trade generally, many of our messages might go to people who have not got that code word.

Mr. Grimes: The prime object of this is to let the telegraph operator know what time this message was delivered at his office. If you have it in code, how can the telegraph operator tell anything about it? I think this is a most important point, and I am only sorry that I was not the originator of it to get the credit. I think it is one of the best things that has been brought up at this convention. It strikes me as an ideal safeguard, because the Telegraph Company often contends that a message was not delivered at their office at the right time. When we send a message over their own wire, stating the time at which it is sent, it is notice to them. If it was not sent at the time stated, they could correct it to agree with the fact. The operator could do this by notifying you of any such change in the message. He must do this in order to make it legally binding in court. If an operator of the Western Union or any other telegraph company changes a message without first notifying the sender, it makes that message void so far as its legal aspect is concerned. All that is necessary is to prove by the other side that the message was sent at that time. I want to call your attention



to that particular law, in connection with which I think this is one of the best points that has been brought up in this convention, so far as telegraph messages are concerned.

Mr. J. W. Sale, Bluffton, Ind.: If any gentleman wants to use a code word, he will find it in Robinson's Cipher, and also in the Hay and Grain Ciphers in general use, and which I think a very much better Code than Robinson's. I think you will find it in either.

Mr. E. A. Wasmuth, Roanoke, Ind.: It seems to me it is just as important that the last part of the message be written out as the first part. It is not only important that the operator should know that you are timing the time at which the message was sent as the stipulated time at which the offer holds good. If it is in code he is not able to determine what that time is.

Mr. E. H. Bowne, New York: It seems to me that if we use a code word it destroys the efficacy of the resolution. I think that we ought to have the time expressed in plain English, so that the Telegraph Company will know just what time we are sending it. It may cost a few cents more to send the telegram, but in a matter of importance what is eight or ten cents more cost in telegraphing in order to have your purpose carried through? I am very much in favor of the resolution as it is offered by the resolutions committee.

Mr. Kinney: A practical experience will demonstrate that operators pay very little attention to the contents of telegrams; but for the benefit of the party receiving it and for the benefit of the receiver at the desk, the time at the beginning of the wire should be in plain English. But so far as the wording of the time of expiration or acceptance, it is immaterial whether it is in English, or whether it is in cipher. Of course, either of the codes mentioned will provide a code word to cover the time of acceptance; but I do not believe that it is of any importance at all to have the time of acceptance in ordinary language. I do believe it is important to have it in English at the beginning of the telegram. It would very soon be ordered by the officials of the Telegraph Company that the time stated there must be verified by the receiving clerk at the telegraph office, and it would make the time definite at which the telegram was filed.

Mr. Merrill: I only want to call attention to the fact that there may be a possible misunderstanding about the meaning of the words "thirty minutes." Our men out in the country perhaps might think that the thirty minutes would mean that they would have thirty minutes to reply, when it is intended that the answer is to be received by the sender within thirty minutes. Is not that the intention?

Mr. Beatty: No, my intention was that the Telegraph Company should know that the message was sent at that time, and the operator that receives it knows, if it requires a quick reply, that if the message was over an hour in transmission that the offer is null and void.

Mr. Miller: If you are going to make it clear as to the time of acceptance, that time limit could be so clearly stated that there shall be no chance for misunderstanding.

Mr. Grimes: The sender can limit that time as he wishes to.

Mr. Miller: I want it so clear that the man to whom the message is sent may not make any mistake, and think that he has thirty minutes in which to get off his reply. It should be made clear to him that thirty minutes is the limit of acceptance, that that is the limit of time within which a reply will be received back.

President Reynolds: I would suggest that that may be included in a trade rule or in information to be disseminated from the Secretary's office. It ought to be a matter of education. I think it is a very important point. Now, we have before us the motion made by Mr. Morey that this resolution here have special attention and be adopted, and that the Secretary be instructed to give it special attention in disseminating it to the members and to the Philadelphia members. I will put it to vote. The resolution carried.

President Reynolds: Gentlemen, we have Western Union telegrams and we have Postal Cable telegrams, and we have Marconi telegrams; we hope that next Monday morning we will all begin sending out "Beatty-grams" that will identify grain men all over the country, and that henceforth we will all receive "Beatty-grams."

(Laughter, applause and cries of "Speech! Speech!")

Mr. Grimes: I see that Mr. Beatty is not dying to make a speech, so I will continue reading the resolutions.

MR. REYNOLDS HONORED.

Mr. Grimes: The object of resolution 14 is recognition of President Reynolds and the appointment is not only a very highly deserved one, but one that is very creditable to this organization.

Chairman Grimes read resolution numbered 15, to which there was no objection; and on motion of Mr. Bowne all of the foregoing resolutions, as pre-

sented by the resolutions committee and read without objection were adopted as a whole.

#### PROMULGATION COMMITTEE.

Mr. Beatty: I understood that a committee was to be appointed to visit the different exchanges to have the uniform grading rules adopted.

President Reynolds: Such a committee was ordered yesterday.

Mr. Beatty: I think that resolution No. 5 ought to be referred to that committee.

President Reynolds: As you know, the new President will appoint the committee, which last year was termed a Promulgation Committee. Its duties will be broadened somewhat this year. I think your suggestion is a good one, and that all that is necessary is to request the Secretary to include that in their instructions when they are appointed. Will that be satisfactory?

Mr. Beatty: Yes, sir.

#### APROPOS A FEDERATION OF EXCHANGES.

Mr. Seeds: After listening to Mr. Well's address this morning, it has been suggested by some that it might be appropriate for us to express our approval of the proposed Federation of Grain Exchanges; and offer them our support and cordial co-operation in any organization that they may see fit to form that will have for its objects the betterment of the grain trade in general. That sentiment could be formulated in a resolution by the secretary. I make that motion on that ground.

President Reynolds: Gentlemen, you have heard Mr. Seed's motion, which is now seconded, that a resolution be passed offering to the different boards of trade of the country our support in any organization that they may create for the betterment of the grain trade. I would like to hear remarks.

Mr. Tyng: I was at the meeting in Chicago at which this Federation was proposed. I think the idea contains merit; but it seems to me that inasmuch as the Chicago Board of Trade which originated the project does not even call the meeting, we do not know what the plans are, are we not somewhat hasty in indorsing something that has not yet been formed? We might indorse it in advance, and then while it is not probable, yet it is possible, that the Federation might promulgate rules that would be very distasteful to us. It seems to me that when we are called on for our indorsement will be soon enough and not indorse in advance.

Sec'y Courcier: Mr. President, as I understand the wording of the proposition of Mr. Seeds, it was that we were to approve anything that would be proposed by the exchanges for the good of the grain trade. If they propose something that in the judgment of the Grain Dealers' National Association or its members is not good for the grain trade, their action in furtherance thereof will not be commended by this Association. Is that what you mean, Mr. Seeds?

Mr. Seeds: Yes, sir.

Mr. Rogers: I cannot approve of the resolution of Mr. Seeds. I think that for this body to put the stamp of approval on a proposed Federation of Exchanges at this time would be most unwise. We do not know what is to come out of that proposition of a Federation of Exchanges. I think, on the first look of it, the country shipper will view it with suspicion. He will be suspicious that the exchanges are proposing to formulate something to his disadvantage. Although I am an exchange man and I believe that the exchanges would not adopt anything to the disadvantage of the country shipper, yet I hope the resolution of Mr. Seeds will not pass at this time, as being unwise.

Mr. Seeds: I made this motion by request of some of the prominent members of this Association. I know very little about it myself. I made it to bring it before you. It seems to me, however, that we are striving for uniformity, co-operation and good fellowship with the dealers and consumers and for uniform action on grades and everything pertaining to the grain business. This is an attempt you might call it to form a Federation of Grain Exchanges, some organization that will bring us closer together, to correct abuses, and get us all on one plane of action which will be fair to all interests. Would it not then be perfectly right to approve that action so long as it is for the benefit of the grain trade? Personally, although it did not originate with me, I am heartily in favor of that sort of thing. I hope the country shipper will not be suspicious about it until he has some grounds. I do not care what a fellow says about me so long as it is not true. I want to be right, and I want the other fellow to think I want to be. I believe from the information I now have that it is all right.

Mr. Goodman, Chicago: There is a great deal of unnecessary trouble that has arisen in the minds of some members of the Association in regard to the association that has been voiced by Mr. Wells. There is this to say about the proposed Federation of Grain Exchanges, that there are certain definite fields of operation in which the larger exchanges can accomplish great good for the welfare of their exchanges through securing a Federation and get-

ting into harmonious co-operation. As to how much the matter will affect the grain trade directly and such matters as come under the general province of the Grain Dealers' National Association, I do not think any one need borrow trouble.

Those who were present at the Chicago convention will remember that it was largely talk on uniform grading and those matters that relate to federation of the exchanges came from people who are not members of the Grain Dealers' National Association and who are probably unfamiliar with it. Really, there is an opportunity for missionary work among a large portion of the grain trade over the country as to exchanges; but I think I have a pretty fair knowledge of the main purpose of the Federation of Exchanges, which is to secure a union of all the exchanges and combat—pardon me for using the word, let me say discuss—the illogical conclusions and attacks made upon the grain exchanges all over the country. The Chicago Board of Trade, I think, desires to let the Federation proceed, and I do not think there will be any conflict between the Federation of Exchanges and the Grain Dealers' National Association.

President Reynolds: Gentlemen, I cannot refrain at this time from saying that whether this motion prevails or not I would like to see some resolution, or some action taken here today, that would call the attention of the exchanges of the country to the peculiar fitness and the peculiar ability that exists within the Grain Dealers' National Association to take care of all of the highest questions that can possibly come up concerning the grain trade. Whether it is your desire to indorse a federation of the boards of trade or not, I think there ought to be peculiar and particular emphasis put today upon the fact that we stand ready at all times to take care of any and all questions that may come up affecting the grain trade of the country. (Applause.)

Mr. Grubbs: I do not believe you need to fear the opinion of the country shipper about what the Federation will do for us. I think the country shipper has gotten to the point that he sees the benefit of association; and the federation of the different exchanges will certainly help.

President Reynolds: Please state your motion again, Mr. Seeds.

Mr. Seeds: I move that we express our approval of any organization that may exist to the betterment of the grain trade, its practices, rules, etc.

Mr. Rogers: I do not think that is the same motion that Mr. Seeds put before. My understanding was that the motion was, that we, the Grain Dealers' National Association, approve of the Federation of Exchanges as proposed by the Chicago Board of Trade. Now, I agree that we should approve of anything that is for the betterment of the trade; but the question is whether we are ready today to approve of the Federation of Exchanges as proposed at Chicago. I say for this Grain Dealers' National Association, hands off yet. A year hence will be time enough. Wait till we see what this Federation proposes to do and what they do do; then if it meets with our approval I am ready to so vote.

Mr. Grimes: I cannot see why the grain dealers of this country will object to the exchanges getting together and transacting their business the same as do the grain dealers. This is a grain dealers' organization, and while we have members from the exchanges all over the country, and, thank goodness, they are all good fellows, they will all stay with us; and why cannot the members of the exchanges, whose business is entirely different from what we propose to do, get together and organize themselves? I shall approve it, and approve it heartily, and vote for it, and then we will go there to them with a credit instead of a debit. (Applause.)

Mr. Seeds: The gentleman is in error in saying that I asked you to approve the Federation as proposed by Chicago. I did ask for approval of the proposed Federation, or a federation of the grain exchanges as proposed—not any particular plan, but the getting together of the exchanges.

The original motion offered by Mr. Seeds was upon request read by the official reporter.

President Reynolds: That, gentlemen, as I understand it practically leaves the resolution to be formulated by the Secretary; or in other words, to put it on broader grounds, it leaves to the Secretary the expression of the recommendation, if any we care at this time to make, of the movement. It seems to resolve itself about to that.

Mr. Grimes: I would like to make that motion definite, and if Mr. Seeds will permit me I will re-frame it, that this Association recognizes the benefits that will be derived by the exchanges of this country by organizing themselves into a body for the purpose of the betterment of their interests—not grain nor anything else. It simply shows a friendly feeling.

The above motion was seconded.

President Reynolds: We have Mr. Seeds' motion, and we cannot entertain a second motion until the first is disposed of.



The question being taken on Mr. Seeds' original motion, it was carried.

Sec'y Courcier: As this is rather a difficult matter, I would like to be sure that I understand the sentiment. As I understand it now this convention has no means of knowing what the grain exchanges propose to do, but merely knows that a federation of some kind is or has been proposed. As I understand the sentiment here you wish to express to the grain exchanges of the country a broad association feeling, and to say to them that the Grain Dealers' National Association stands now as it always has stood as furthering the interest of the grain trade regardless of what channels emergencies may from time to time suggest. Is that it?

business. Now, gentlemen, speak out if there is any unfinished business. I know of none. I feel that we have cleaned up things pretty well as we went along. Maybe some of you can think of something. If not, we will now take up the election and installation of officers. We will have first the report of the committee on nominations. Mr. Wayne was called away, and Mr. Wasmuth will present the report.

#### ELECTION OF OFFICERS.

Mr. Wasmuth submitted and read the following: Your Committee on Nominations beg to report the following nominations:

For President—A. G. Tyng, Peoria, Ill.



MEMBERS OF NEW YORK DELEGATION.

Mr. Rogers: If that is the meaning of the wording of the resolution I would heartily vote in favor of it, but it is entirely different from Mr. Seeds's motion.

President Reynolds: I understand the resolution as read by the reporter, and I think that is the broad gauge idea that Mr. Seeds intended, and that is the liberal interpretation of it. If there are no objections, we will allow it to stand that way. We want to expedite matters. We are working now under reports of special committees, and have just now disposed of the report of the resolutions committee. Are there any further reports from special committees? I want to say that in the rush yesterday we overlooked making a strong recommendation in regard to the appointment of a committee on uniform bill of lading. I thought that something of that kind had been adopted but find it was not. I think a standing committee ought to be appointed to look after this uniform bill of lading. The chair will entertain a motion if it is your pleasure that such a committee act.

#### COMMITTEE ON BILL OF LADING.

Mr. Bowne: I move that such a committee of three be appointed.

Motion seconded by Mr. Rogers.

President Reynolds: It is moved and seconded that a committee of three be appointed to be designated as a standing committee on bill of lading. Mr. Secretary, is there a standing bill of lading committee at present?

Sec'y Courcier: The bill of lading committee last year was a special committee, and its duties having been now performed, in the natural course of business the committee will expire at the close of this convention.

President Reynolds: I thought that was the state of affairs, and so this motion is in order, that a standing committee be appointed to have particular supervision and charge of the uniform bill of lading matter and keep abreast of all that is done in regard to it.

The motion carried.

Mr. Wilkinson, Birmingham, Ala.: I would like to say a word. The bill of lading is a serious proposition with us, and it is the most unsatisfactory proposition we have in connection with the railroads. My judgment is that we ought to have the strongest committee that can be gotten together to take this proposition up, and not rest satisfied until there is some change effected of a favorable nature.

President Reynolds: I will say that that was the idea I had. I thought that such a committee had been provided for, and I informed Mr. Sale, who addressed us on the bankers' side of the question, that such committee had been appointed. I find I was then in error, but the motion has now prevailed that such committee be appointed, and I will leave its appointment to my successor.

Is there anything else under the head of special committees? If not, we will pass to unfinished

First Vice President—James L. King, Philadelphia, Pa.

Second Vice President—E. W. Seeds, Cincinnati, O. For Directors: L. A. Morey, New York, N. Y.; Chas. D. Jones, Nashville, Tenn.; A. B. Bleidt, Lexington, Ky.; E. H. Bowne, Iowa; John H. Mansfield, Minnesota.

On motion of Mr. Wasmuth, the report was received and adopted.

On motion of Mr. E. L. Rogers, of Philadelphia, Pa., the rules were suspended and the Secretary directed to cast the ballot of the convention for the election of the various nominees to the respective offices named.



GRAIN MERCHANTS WHO CAME FROM PEORIA.

The ballot having been duly cast, the election of the said nominees was declared by the chair.

Sec'y Courcier: Mr. President, I esteem it a great honor and a high privilege to cast the unanimous ballot of this convention for the nominees who have been proposed by your nominating committee; and that I now do.

On motion of Mr. Rogers, a committee of three to escort the newly elected officers to the stage was named by the chair, viz., Messrs. Rogers, Grimes and Forbell.

President Reynolds: Let the gentlemen be brought forward to receive their togas. The committee performed the office assigned them.

President Reynolds: Gentlemen, in the final moments of my administration there is nothing that adds so much to the eclat and joy of the occasion

as the feeling that we have succeeded in placing this Association on a higher plane of dignity. We are not a trivial trade organization seeking for a few more dollars in our pockets; but we are now as has been shown from high sources, on a dignified plane, and are being recognized by the powers that be throughout the country. I want to briefly thank you for the honors that you have bestowed on me, and which you have faithfully helped me to administer. It is a great pleasure to be able to turn this Association over to the charge of a man that I know will sustain it in its present elevated position of dignity and usefulness. (Applause.) I have the honor of introducing to you your new officers. You all know them.

I want to say to you, Mr. Tyng, that if I can be of any assistance to you you have only to ask me. I want to say to the vice-president that it is only a step from the vice-presidency to the presidency. You might any one of you be there, we hope not through necessities that sometimes make presidents out of vice-presidents.

I will say to the new board of directors, only one of whom is present for installation, that we appreciate the assistance they have given, and nothing is a more sure evidence of that than their having been continued in office.

Gentlemen, I introduce to you your new President, Mr. Tyng. (Applause.)

Response by President-Elect Tyng: Gentlemen of the Grain Dealers' National Association: I appreciate more than I can express the very great honor which you have conferred upon me. I regard it as an honor second to few in the United States. It is not necessary for me to take your time in explaining the needs of the Association. The principal need is that we continue as we have done in the past two years working together shoulder to shoulder for the good of the trade. I believe if we continue in that same spirit that we will continue growing, and that the Association will year by year grow in importance and in strength. (Applause.)

There were calls for "King! King!"

Response by First Vice-President King: Mr. President, the East is doubly appreciative of the recognition that we have received from the convention, in selecting some representatives from the East to represent you as officers and directors of this Association. It has been my pleasure to be a member of this body, I think ever since its organization, and it has been my privilege for the past two years to lend some little assistance to the very able President and efficient Secretary in the efforts they have been trying to put forth. I feel that I have not done nearly as much as I might have done; but still the East, which I have the honor to represent in the make-up of this organization, has been very much interested in what the Grain Dealers' National Association is doing and has been doing in the past. I feel that in being advanced to the posi-

tion of First Vice-President it is not any personal recognition, but a recognition of the territory that I have the privilege to represent; and I want to say to you that in my position as an officer, in any matters that may come before me in the capacity that I fill, my efforts will not be directed alone to improving conditions as they might affect alone the East, but to put the Association forward on lines that will make for the general interests of the grain trade of the United States as an entirety.

I want to say to the new President that he shall have from me such personal effort as I may be privileged to give to him to enable him to give to this Association one of the very best administrations it has ever enjoyed. I thank you for the honor conferred upon me. (Applause.)

President-Elect Tyng: I take pleasure in intro-



ducing to you, gentlemen, Mr. E. W. Seeds, our Second Vice-President.

Vice-President-Elect Seeds: Mr. President and gentlemen, for the honor conferred upon me at this time I heartily thank you, and the more so, possibly, because I appreciate that the duties of a Vice-President are not onerous. We have an excellent head to the organization; we have an excellent First Vice-President; I think the Second Vice-President will not be called on for very great services at this time. I am gladly willing to use every effort I can to advance the interests of the organization, and to preserve it in any way that opportunity may be offered me for the betterment not only of the membership of the organization but the grain trade generally. I can assure the Presi-



BERT A. BOYD.  
Chairman Indianapolis Committee.

dent-elect that I shall be glad to assist him in any manner that my ability will allow, if he will call on me for the service. Gentlemen, I thank you. (Applause.)

President-Elect Tyng: Gentlemen, our newly elected director, Mr. Morey.

Mr. L. A. Morey, New York: As you know, this is not a new thing for me. You know that when I was first elected as a director we had but three members in New York; now we have thirty-five. I am in hopes that in another year we will make it seventy-five. I feel we have all done a great deal of good in adjusting differences by arbitration. Through those lines of work we will cement the feeling of friendship and of good fellowship, and advance the grade of mercantile transactions by the efforts of the arbitration committee of the Grain Dealers' National Association.

Mr. Rogers: I want to assure you all that it was not the intention of the committee of escort to overlook the other directors; but for the present we cannot find any more of them present. If they will appear we will take them to the platform.

President-Elect Tyng: Has any one anything to offer in the way of new business? If not, a motion to adjourn will be in order.

On motion of Mr. Grimes, adjourned *sine die*.

### CONVENTION GOSSIP.

The only snakes seen, so far as known, were those in Bert Boyd's camera.

H. I. Baldwin, Decatur's well known grain merchant, represented that market.

Chas. D. Jones came up from Nashville and Chas. T. Ballard from Louisville.

A. K. Taylor, J. A. Mander and Geo. A. Schroeder represented the Milwaukee market.

St. Louis sent G. L. Graham, R. F. Scott, Weighmaster John Dower, John K. Seagrave.

There came from Buffalo Basil Burns, Chief Grain Inspector Alfred Anderson, A. S. Ward, Riley Pratt.

Bwano Tumbo was there in the person of Emery Kirwan of Baltimore. Did you hear him say D-e-e-lighted?

W. E. Sheldon of the Stockbridge Elevator Co. of Jackson, Mich., remembered his friends with the presentation of a very serviceable pencil and a box of leads.

Southern hospitality was shown throughout the meeting of the Cincinnati grain merchants who were A. C. and P. W. Gale, C. E. Van Leunen, H. E. meeting by the Cincinnati grain merchants who

T. E. Fleming, Geo. F. Munson, Charles B. Murray, F. E. Jarovitz, W. P. McQuillan.

A. S. Garman, with the Huntley Mfg. Co., of Silver Creek, N. Y., distributed a handsome leather notebook.

J. A. A. Geidel, R. A. Sheets, Jos. M. McCaffrey and B. F. Pritchard were representatives from Pittsburg.

Minneapolis was represented by C. A. Brown and Chief Inspector F. W. Eva, and M. Kelso, secretary of the Board of Grain Appeals.

There were four state secretaries present, to wit: S. W. Strong, Illinois; M. T. Dillen, Indiana; J. W. McCord, Ohio; Geo. A. Wells, Iowa.

It transpired that Edward Beatty of New York was once upon a time a "printer's devil." His friends say that if you leave off the "printer's" he is still "it."

The Philadelphia market was represented by E. L. Rogers, Chief Inspector Wm. J. Duffy, James L. King, E. M. Richardson, W. B. Pultz, E. H. Price, E. E. Delp.

From Peoria came A. G. Tyng, Chas. C. and Wm. S. Miles, J. H. Ridge, T. A. Grier, E. S. McClure, Louis Mueller, F. P. Thompsons chief inspector, L. H. Murray.

The members of the Buffalo Corn Exchange came adorned with a very handsome badge, the principal ornament of which was a massive metal Buffalo right off the plains.

From the New York market there were L. W. Forbell, L. A. Morey, Edward Beatty, M. B. Jones, S. J. Hill Jr., Chief Grain Inspector G. H. K. White, Charles Rockwell, Jesse Bowne.

No one had to be without money who met Fred W. Kennedy of the Kennedy Car Liners and Bert A. Boyd of Indianapolis. Good luck also went with the piece of money which they distributed.

The well known culture of Boston which extends even to its grain merchants was represented in J. F. Hammers, P. L. Glazier, Wm. A. Campbell, Chief Inspector Seth Catlin, Mathew D. Benzaquin.

Each lady who attended the convention took home a sterling silver souvenir spoon. The bowl of the spoon contained a representation of some public building of Toledo, Ohio, the gift coming from Fred Mayer of J. F. Zahm & Co. of that city.

One of the most attractive souvenirs presented to dealers during the meeting was a watch fob embodying as the principal feature a sheaf of wheat embossed on sterling silver. It was given by Oscar White with the compliments of Phillip H. Schiffin & Co., of Chicago.

A number of the best of Toledo's grain merchants were present. They included Henry L. Goemann, E. L. Southworth, J. A. Smith, Chief Inspector E. H. Culver, John C. Keller, Fred Mayer, A. Guiteau, Arthur W. Gratop, W. N. Cummings, David Anderson, M. W. Mennel.

It wasn't real money, only a bright yellow medal which at first glance could be taken for a double eagle. It showed the embossed representation of a bull and bear doing a war dance and was presented by Edward Plagge with the compliments of the Merchants' Grain Co., Chicago.

The following grain merchants of Baltimore took great interest in the proceedings: Charles England, G. A. Hax, Joseph Wirth, W. Leroy Snyder, Louis J. Lederer, H. G. Elgert, Chief Weighmaster Jos. H. Warren, James A. Clark, Secretary William Rodgers, Henry C. Jones, Emery Kirwan, Edward Netre, Sam D. Thomas.

The stag smoker and vaudeville entertainment on Thursday evening at the Board of Trade Assembly Hall was attended by upwards of 500 dealers and guests. Edgar H. Evans of Indianapolis welcomed the guests very cordially before the program commenced, and later refreshments were served in the Board of Trade dining hall.

The ladies attending the convention were especially well entertained and expressed themselves, on leaving the city, as having thoroughly enjoyed the hospitality of the city of Indianapolis and of the grain dealers. They were entertained at three theater parties, an automobile ride about the city and banquet at the Columbia Club.

The Indianapolis dealers who contributed to the success of the meeting were E. W. Bassett, H. E. Kinney, W. J. Riley, Geo. L. Stebbins, Bert A. Boyd, F. F. Files, E. K. Shepperd, Frank A. Witt, Jos. T. Gehring, W. H. Kipp, F. M. Montgomery, F. E. McComb, Edgar H. Evans, Arthur Gillett, B. B. Miner, T. A. White, Chas. S. Shotwell, Lynn E. Stone, Tom Oddy, J. M. Brafford.

No meeting is complete without a machinery contingent. This part of the convention was ably handled by F. M. Smith and A. S. Garman with Huntley Mfg. Co., Silver Creek, N. Y.; J. H. Pank and C. L. Hogle with Invincible Grain Cleaner Co., Silver Creek, N. Y.; B. D. Heck of Philip Smith Mfg. Co., Sidney, Ohio; A. H. Kay with W. E. Caldwell Co., Louisville, Ky.; F. H. Morley with Avery Scale Co., No. Milwaukee, Wis.; C. E. Flora of the Reliance Construction Co., of Indianapolis, Ind.;

L. I. Zeigler with the Nordyke & Marmon Co., Indianapolis, Ind., Willard B. Smith and C. E. Downey with Richardson Scale Co., New York, N. Y., W. E. Ellis of Ellis Drier Co., Chicago.

The delegation from Chicago included Arthur R. Sawers, W. N. Eckhardt, Henry A. Rumsey, Oscar C. White, R. W. Carder, A. E. Schuyler, L. F. Gates, Sam H. Smith, P. S. Goodman, F. W. Maynard, Otto Waitzman, H. H. Newell, W. M. Hirschey, E. A. Hartley, Geo. H. Phillips, R. A. Schuster, C. A. Johnson, J. C. McGinnette, J. C. F. Merrill, Edward Plagge, Ed Andrews, J. Oxley, E. H. Young, L. B. Wilson, E. F. Thompson.

The registry booth this year was under the supervision of the Grain Dealers' Mutual Fire Insurance Co. of Indianapolis, Ind., with C. B. Sinex, I. C. King, C. O. Garber and Miss Dora Mooney in charge. Each signer of the registry was presented, with the compliments of the insurance company, a pin representing an ear of corn, to be attached to the lapel of the coat, on the inside of which and disclosed by pulling a short string was the wearer's name, business and address.

The registry shows the following names by states:

ILLINOIS.—E. M. Wayne, Delavan; H. N. Knight, Monticello; W. G. Warking, Elwood; C. R. Mitchell, Ashmore; J. P. Sledge, Champaign; J. B. Gillespie, Cairo; R. C. Baldwin, Bloomington; Peter Kruse, Tuscola; T. D. Hansen, Villa Grove; Harry L. Kaga, Kamarga; J. M. Kearvy, Stanford; L. Schulhafer, Champaign; J. E. Collins, Garrett; Jas. L. Bush, Tuscola; R. F. Cummings, Clifton; C. H. Wade, Paris; Tom Abrams, Tuscola; R. J. Riley and J. F. Wallace, Forest; F. M. Powell, Tuscola; C. B. Spang, Georgetown; H. C. Clark, Argenta; C. A. Dryer, Champaign; H. S. Antrim, Cairo.

OHIO.—Harry W. Kress, Piqua; Jos. F. Coppock, Fletcher; M. E. Gifford, Cleveland; H. S. Grimes, Portsmouth; V. L. Nigh, Cleveland; Chas. E. Groce, Circleville; E. A. Grubbs, Greenville; H. S. Heffner, Circleville; S. L. Rice, Metamora; R. R. Bales, Cir-



THE MILWAUKEE DELEGATES.

cleville; E. W. Seeds, Columbus; R. G. Calvert, Selma; L. R. Watts and J. V. Van Wagner, London; W. F. Steele, Fostoria; A. K. Murray, Oxford; L. W. Dewey, Blanchester; E. P. Hastings, Cedarville; H. W. Robinson, Greensprings; D. R. Risser, Vaughnsville; W. H. Johnston, Larue; Earl C. Bear, Hicksville; C. L. Curliiss, Lima, Ohio; W. A. Dull, Wilshire; J. L. Doering, Anwerp; A. B. Beverstock, Lexington; L. G. Shanelley, Pemberton; J. G. Fox, Manila; O. T. Royell, Troy; Thos. Kessinger, Maderlyville; A. V. McClure, Eldorado; A. V. Perill, Sabina.

KENTUCKY.—A. B. Bleidt, Lexington; J. R. Shaw, Jett.

VIRGINIA.—W. P. Jarvis, Richmond.

IOWA.—D. Rothschild, Davenport; Jos. Gregg, Jr., Atlanta.

GEORGIA.—Dan Joseph, Columbus.

MICHIGAN.—T. W. Swift, Battle Creek; W. E. Sheldon, Jackson.

TENNESSEE.—J. Allen Smith, Knoxville.

PENNSYLVANIA.—Jno. B. Yeager, Wilkesbarre.

KANSAS.—Fred S. Olds, Wichita.



SOUTH DAKOTA.—H. Shepherdson, Sioux Falls.  
 CONNECTICUT.—W. T. Bergen, Meridian.  
 INDIANA.—A. E. Reynolds and C. N. Van Cleave, Crawfordsville; O. A. Morrison, Kokomo; E. E. Elliott, Muncie; A. M. Wellington, Anderson; John T. Nixon, Attica; O. P. Simison, Romney; E. O. Wilkes, Shelbyville; C. E. Van Steenberg, Mazon; T. O. Stanley, Lyons Station; A. G. Stott, Thorntown; H. H. Deane, Bluffton; E. Hutchinson, Arlington; Bennett Taylor, LaFayette; J. R. Stafford, Connorsville; Fred W. Kennedy, Shelbyville; E. Blish, Seymour; W. T. Davis, Coatesville; M. B. Pratt, Frankfort; Robert Bell, LaFayette; J. T. Sims, Frankfort; J. W. Witt, Lebanon; Chas. A. Ashpaugh, Circleville; M. L. Conley, Frankfort; J. H. Hagenbush, Sulphur Springs; P. D. Werts and J. Rowe, Verona; C. F. Seaward, Kokomo; J. L. Schalk, Anderson; H. L. Holly, Atlanta; O. C. and J. N. Jordan, Summitville; Wm. Simons, Kentland; C. G. Egly, Berne; B. F. Crabbs, Crawfordsville; John Holliday, Greentown; G. G. Davis, Tipton; Thos. A. McCoy, Liberty; Wm. Nading, Shelbyville; W. E. Nutter, Martinsville; C. M. Barlow, Kokomo; J. J. Overmeyer, Koutz; J. W. Waltz, New Palestine; J. S. Hazlerig, Cambridge City; E. A. Feight, Frankton; W. F. Cook, La Crosse; G. W. Summerton, Wabash; William Singer, Monroeville; Chas. L. Northlane, Union City; James Wellington, Anderson; William Donlin, Delphi; C. W. Drake, Sheridan; M. Kraus and M. Apfelbaum, Columbia City; D. G. McFadden, Ridgeville; S. A. Miller, Mulberry; E. W. Phares, Tipton; J. R. Guild, Madaryville; C. E. Nichols, Lowell; E. M. Wasmuth, Roanoke; J. P. Schumaker, Daleville; A. Thomas, Kennard; Chas. F. Neighbor, Fairmount; John A. Rice, Frankfort; F. G. Heinmiller, LaFayette; F. C. Rich, Goodland; W. R. Beck and Carl W. Sims, Frankfort; E. L. Harris, Greencastle; J. P. Rauschert, Cassville; J. W. Nolte, Aurora; Arnold Orms and E. W. Bald, Rushville; D. L.

[For the "American Elevator and Grain Trade."]  
**CONCERNING THE RESUMPTION OF  
 BARGE TRAFFIC ON THE  
 MISSISSIPPI RIVER.**

BY L. C. BREED.

While there may be a difference of opinion regarding the practicability and desirability of creating a "14-foot" channel in the Mississippi River between the Great Lakes and New Orleans, the consensus of opinion on the part of progressive business men points to the adoption of means for utilizing this great waterway for transportation in the near future, and this on a scale that will be adequate for conducting a successful freighting business.

As the Mississippi is a river of great length, and of varying depth of channel, it is apparent that its utilization must be handled in sections, and this mainly because of the large financial backing which is necessary to provide the proper facilities. The logical proposition for a beginning in this direction is that of establishing a steel barge line to ply between St. Louis and New Orleans. And this, after several years of agitation and discussion, is about to become an established fact; for there has recently been incorporated a company, to be known

Mississippi River is concerned, yet it had to be maintained, in part, in order to not lose the benefit of what had already been done.

The small tonnage handled on the Mississippi River has been wholly owing to the want of adequate and proper facilities. These facilities are large steel barges, powerful tow boats, and switching connections with the railroads at the stated landings. In addition, facilities for rapid loading and unloading of freight are required.

The country has for two years been suffering from a serious depression, precipitated by an unwarrantable panic, consequently large enterprises necessarily were held in abeyance pending its recovery to normal conditions. This happily is now an assured fact, and the men who in the meantime have been quietly developing the transportation line, having completed their investigations and estimates, are now engaged in financing the proposition.

The continued growth of the Mississippi Valley is certain; and even admitting it is well equipped with railroad facilities at the present time, and that the rates are reasonable, yet this increase in population and business will require that these railroads shall make a corresponding increase in these facilities. This of course means asking investors to furnish the additional capital needed for the same. It would seem, however, wiser to take up with river transportation, in doing which we would but be following the example offered by the experience of Continental Europe.

#### SOYA BEAN UTILIZATION.

Oil millers of Liverpool are disposed to regard the products of the soya bean as additional articles of trade and not as competing to replace the manufactures of cotton seed, according to a report transmitted by Consul Horace Lee Washington, of that city. The consul adds:

"The first complete cargo of soya beans that arrived in the United Kingdom reached Liverpool February 14, 1909, and the interest in this new industry has grown apace since then, experiments being made in various other parts of England as well as in Liverpool that range from a blend of soya flour, made by an expert Liverpool baker with flour and with meal, about one-fifth for mixing with flour and one-sixth for meal, to a soya dog biscuit.

"The blending of soya flour above referred to is desirable by reason of its demonstrated food value. In albuminoids soya beans are stated to be nearly three times as rich as oats and wheat and possessed of more fiber and ash. A few German millers are reported to have mixed soya and rye flour in experiments in the making of the black bread of that country, and local millers here are experimenting with a blend to improve their brown bread.

"A vegetable cheese is known to be produced from the caseine that the bean contains, but this has not advanced from the experimental to the commercial stage.

"It is reported that one or two important Liverpool merchants have sent their own investigators to Manchuria to study the products of that country, chiefly the soya bean. It is also stated that one of the large shipowners of Liverpool contemplates the introduction of the soya bean into West Africa, where soil and labor conditions are thought to be peculiarly favorable to the growth of good crops. This enterprise is cited as a parallel to the British cotton growing movement at its inception, and some measure of the same success is confidently predicted for it."

#### SACKING GRAIN ON THE COAST.

J. C. Lawrence, a member of the Railroad Commission of Washington, says that within a few years all the grain in the wheat belts in eastern Washington will be handled in bulk instead of in sacks. He estimates that sacking the grain this year cost the farmers \$1,250,000, while the labor involved represents another \$1,250,000, all of which fell on the farmers. He added: "It is hard to get out of the method of sacking the grain which in the beginning was the outgrowth of necessity, but we ought to get away from it as they have done in Minnesota and the Dakotas." H. E. McLane of Walla Walla takes issue with Mr. Lawrence and favors handling the wheat in sacks as the cheaper and better method, saying that wheat in bulk sells for three cents lower than sacked grain.



A FEW WELL KNOWN MACHINERY MEN.

Broadkie, Frank Kelley and N. O. Davis, Frankfort; Robert Alexander, W. W. Alder and Matt Schable, LaFayette; R. F. Colte, Frankfort; J. A. Zike and C. S. Patten, Morristown; L. L. Heffner, Linden; H. S. Conarroé, Colfax; R. Porter, Cicero; John Howell, Cammache; C. W. Hinkley, Rushville; Warren T. McCray, Kentland; F. G. Crabbs, Crawfordsville; R. W. Barr, Chalmers; Geo. L. Arnold, Bluffton; John R. House, Hobbs; W. F. Stacy, Fowler; W. J. Mercer, Spiceland; A. B. Cohee, Frankfort; C. B. Jenkins, Noblesville; A. D. Washburn, Kentland; W. G. Meyers, Lissburg; J. A. McComas, Portville; P. E. Goodrich, Winchester; Cary Jackson, Falmouth; F. O. Branch, Martinsville; T. H. Adams, Vincennes; E. A. Morris, New Castle; John W. Emison, Vincennes; Geo. H. Lewis, Lawrenceburg; A. P. Watkins, Lincoln; F. M. Walker, Wheatland; Earl R. Walker, Sanborn; H. G. Wolf, Morristown; William H. Frank, Frankfort; E. Wardmore, Hamlet; Wm. M. Bessley, Milroy; W. E. Browning, Alexander; P. J. Ryan, Delphi; W. S. Ritchie, Hobbs; James W. Sale, Bluffton; N. V. Troutman, Medora; Albert Boling, Adams; W. A. Freight, Parker City; S. J. Jenkins, Lebanon; G. T. Burk, Decatur; A. Smith, Sheridan; J. Leslie Rowe, Frankfort; A. K. Pierson and A. W. Banks, Gessie; W. Haiman, Pingleton; B. I. Holser, Walkerton; J. B. Kennedy, Shelbyville; H. I. Cutsinger, Edonburg; J. Vining Taylor, Winchester; Fremont Stahl, Sheridan; L. K. Jessup, Bloomingdale; E. K. Sowash, Middletown; John Studebaker, Bluffton; Isaac Reed, Argos; J. J. Anderson, Carthage; Floyd Millon, Burnettsville; W. W. Peirson, Upland; A. C. Johnson, La Fayette; T. S. Williamson, Anderson; J. L. Simmons, Eaton.

The board of directors re-elected John F. Comcier secretary for the ensuing year, with an increase of salary.

The Chief Grain Inspectors' Association met on October 7 and selected old officers, to-wit: E. H. Culver, president; W. J. Duffy, vice-president; and Alfred Anderson, secretary-treasurer.

as the Mississippi Valley Transportation Company, with headquarters at St. Louis. The authorized capital of this corporation is \$10,000,000.

It goes without saying that a company which offers its stock to the public for investment should be able to present a feasible scheme and that the men identified with it should be men of ability and worthy of confidence. While, unfortunately for investors, this is not always the case, in the present instance it is emphatically true, since the incorporators comprise in the neighborhood of one hundred well-known manufacturers, merchants and public men of the principal cities of the Mississippi Valley. Many of these parties, independent of the inducement offered for investing their money in the stock of the company, have a direct interest to aid in promoting an enterprise which is to provide additional facilities for the transportation of the goods and products which they either manufacture or distribute.

There are some strong reasons for the creation of a powerful company to grapple with the problem of providing facilities for the utilization of this magnificent waterway which nature has provided. By means of the craft of various types which in the past have plied its waters, nearly all the cities and towns which are situated on its banks were originally built up. Since those days the general Government, the various states and private parties have expended large sums to render the river more navigable and safe, and this expenditure is to be continued. While it is true that of late years the volume of business in freight tonnage has not warranted this expenditure, so far as the



# Conference of Grain Exchanges

The "get-together" movement so happily inaugurated last June by the St. Louis Merchants' Exchanges was given further impetus at Chicago on September 17 and 18, when the Board of Trade entertained representatives of a large number of the grain exchanges of the continent, the immediate and tangible result of the Conference being the adoption of a resolution committing the exchanges represented to send one or more delegates to a further conference to be called by President Bunnell of the Chicago Board for the purpose of organizing a federation of the grain exchanges of the continent to bring about by concerted action such reforms in practice and conditions as may be needed by the exchanges of the country and to protect themselves from ignorant adverse legislation that at nearly every meeting of Congress or of state legislatures comes forward in one form of bill or another.

The representatives to the Chicago meeting came from more than twenty exchanges, St. Louis sending the largest delegation, who arrived by special train over the Alton and were accompanied by a band of music. During change hours on September 17 the guests were given the freedom of the floor, where they were greeted by the reception committees, registered and duly "badged" and supplied with credentials admitting them to the several functions which the local committee had provided. At 2:30 a business meeting was held, which took the form of a symposium, the papers being brief but covering certain "live-wire" topics now demanding the attention and consideration of the grain trade. The lower floor of the Princess Theater on Clark street, where the Conference was held, generously tendered the Board of Trade for the afternoon, was well filled with grain men when President John A. Bunnell called the assemblage to order and stated its object. He said:

Gentlemen, in behalf of the Chicago Board of Trade, it is my great pleasure to extend to you a most cordial welcome. The purpose of this meeting is to afford an opportunity for discussion of subjects of general interest to the grain trade, and particularly to members of grain exchanges. The grain trade of this country is a great power that has never been harnessed. We are going to try to harness that power. You have been advised of the subjects for discussion. I believe that programs have been distributed. Our time is very limited, and we will proceed without delay. Before doing so, with your kind permission, I desire to read a letter from Pres. Charles England, of the Baltimore Chamber of Commerce, dated Sep. 15, 1909, and addressed to Geo. F. Stone, secretary of the Chicago Board of Trade. The letter is as follows:

"Referring to your letter of the 30th ulto., in which you so kindly express the wish that I may be present at the meeting of the representatives of the exchanges of this country and Canada, in your city on the 17th and 18th inst., I beg to assure you that nothing could give me greater pleasure than to mingle with so many representative business men, and enjoy the hospitality of the Chicago Board of Trade upon that occasion; but I regret to say that some important business matters prevent my leaving Baltimore at this time, and I hope that you will appreciate the reason which prevents me, and accept my most sincere wishes for a well-attended meeting, and that the deliberations will redound to the benefit of the entire grain trade, in which I know you have a deep interest.

"Most prominent among the subjects to be discussed at your meeting is 'The Importance of maintaining by all exchanges a high standard of business methods and integrity on the part of its members,' and it seems to me that a complete acquiescence in the suggestions contained in this subject will bring about the advantages which are so apparent in the subjects which follow on your program.

"There is a singular unanimity in the objects of all these great business organizations, as set forth in their preambles, principal of which are, to 'inculcate principles of justice and equity in trade, to adjust business disputes, and to acquire and disseminate valuable commercial information,' and it was a happy thought to bring in close touch, through a meeting such as you propose, these trade bodies which are organized for similar purposes, and are after all so dependent upon each other in the conduct of their business. These organizations have control over their members, and if a member persists in improper practices, the good name of the organization must suffer thereby. The Chicago Board of Trade, to its credit, has vigorously opposed bucket-shop trading; but it is a question whether the principle of bucket-shop trading has met with that opposition on the part of all business organizations which should be made, or whether official care is taken to prevent members

from sending out, for selfish purposes, reports which are not valuable commercial information.

"Many of us are inclined to measure commercial honor by a money standard, and use our code of ethics as a desirable business advertisement. While commercial honor, when regarded in its true sense, is a good business asset, nevertheless the preambles of the by-laws of all these organizations are intended to place it above financial success, and it is their duty to exert the power which they have upon their members in this respect, the result of which will be to their personal benefit and advantage and also redound to the good name of the organization.

"I strongly believe in organization, realizing its influence and appreciating its benefits, and local organization can be broadened by association with all similar trade bodies, which seems to me is suggested in your invitation to attend this meeting.

"In an address before the U. S. Senate, Senator Jones said: 'Association stands for strength, for concentration, for achievement; isolation stands for feebleness, for ignorance, for inefficiency. It implies expenditure of force without proportionate results. It involves waste of physical energy and induces mental languor and impotence. Whatever, therefore, tends to bring men together tends to lighten the burdens of each, while multiplying the achievements of all.' With these ideas clearly in mind, I commend your desire to benefit the grain trade generally through such a meeting which you have arranged. I feel sure that, in addition to the pleasure of your hospitality, the representatives who attend your meeting will return to their homes greatly benefited by the opportunity which has been so generously afforded them to discuss business propositions under such delightful conditions. 'Again expressing my sincere regret that I am not able to be with you, and with assurances of my warmest personal regards, I beg to remain, very sincerely yours.'

Gentlemen, that letter expresses the object of this conference so much better than would be possible by any words of mine, that that is my warrant for reading it. We will now proceed at once to the discussion of the different subjects.

"THE IMPORTANCE OF MAINTAINING BY ALL EXCHANGES A HIGH STANDARD OF BUSINESS METHODS AND INTEGRITY ON THE PART OF THEIR MEMBERS."

The above was the subject of the first topic, and the first speaker was R. G. Chandler, former president of the Chicago Board of Trade, who said:

Mr. Chairman and Gentlemen: When the committee having in charge the arrangements for the entertainment of our guests planned this meeting they doubtless hoped that they would take with them something besides headings; but in the brief time allotted to me I can not do more than hurriedly refer to the subject upon which I have been asked to address you.

Boards of trade are no new thing. Their purpose is well understood. The incorporators of the Board of Trade of Chicago stated that the purpose of the association was "to maintain a commercial exchange; to promote uniformity in the customs and usages of merchants; to inculcate principles of justice and equity in the trade; to facilitate the speedy adjustment of business disputes; to acquire and disseminate valuable economic information; and generally to secure to its members the benefits of co-operation in the furtherance of their legitimate pursuits." Now, this applies and should apply to both individuals and organizations. A great many laudatory remarks have been made and are frequently heard regarding the honorable manner in which business is conducted upon exchanges, and it is true that our boards of trade and commercial exchanges could not be conducted as they are were it not for the fact that men of honor are largely engaged in the transaction of their business. However, while this is generally true, black sheep may be found in all flocks, and individuals and even exchanges have sometimes been found guilty of base actions brought about through their greed for gold.

When an organization has rules and codes of practice, they should be rigidly adhered to by the members thereof, and in the event of failure upon the part of anyone to abide by the rules and regulations of this organization he should be speedily disciplined and punished by those in authority. Exchanges have sometimes been guilty of wrongdoing simply by failing to punish their guilty members for wrongdoing, thereby encouraging them in further wrongdoing. When a member has broken a rule or law or regulation, he should be brought to swift account therefor, and any failure on the part of an exchange to enforce its rules not only works injustice to all the members of such exchange, but it works a graver injustice to the individual who has been guilty of the wrongdoing.

One way of correcting abuses and violations of privileges and rules could be effected by using greater care in admitting individuals to membership. Every man who applies for membership in an exchange should not only be considered from a financial standpoint but from a moral standpoint as well, and a person whose moral character will not bear close scrutiny should not be admitted to membership with men engaged in such responsible business as grain men in all their various departments, even though his financial soundness be unquestioned. Let us see to it, then, that our members not only obey the law and the rules of our exchange, but that we, too, be absolutely free from any infraction thereof, ever remembering those words of the immortal Shakespeare, "This above

all, to thine own self be true, and thou canst not then be false to any man."

Mr. Chandler was followed on the same topic by E. D. Bigelow, secretary of the Kansas City Board of Trade, who said, in part:

The inviolability of bargains is the foundation stone of the whole exchange system. The very notion of attempting to render any bargain void on account of a quibble or technical omission is altogether repugnant to the feeling of a reputable exchange, and is regarded as dishonorable and discreditable in the highest degree. The members have bound themselves by a code of honor based on the inviolability of bargains, and the maintenance of this standard has always been regarded as the principal function of the governing committee. An eminent jurist has declared that in the absence of exchanges there would be "a state of things which, in this country, where so many of these purchases and sales are affected every day, would be found intolerable and would speedily demand a remedy, than which no better could be devised than this practice so long established."

Exchanges by the strict impartiality of their rules command the respect of their individual members and of the public, thereby nullifying public criticism, much of which is unjust. . . I believe you will agree with me that there is a higher standard demanded and maintained by the exchanges today than ever before within the history of commercial transactions; and every officer and member should give his best thought and effort to the maintaining of high standards and increased efficiency in his organization.

"HARMONY AND CO-OPERATION AMONG GRAIN EXCHANGES ON ALL QUESTIONS PERTAINING TO THE BEST INTERESTS OF THE GRAIN TRADE."

The discussion of the topic was led by S. P. Arnot, a director of the Chicago Board of Trade. He said in part:

That we have been sadly lacking in uniformity of purpose and action has been demonstrated time and again. Only in the very recent past, when the very existence of all our exchanges in the United States was threatened by the introduction of hostile bills in Congress by overzealous and misguided misrepresentatives of the people, and notwithstanding the fact that self-preservation is the first law of nature, we signally failed to secure proper unanimity of defensive action. However, the agitation brought about by the introduction of these bills served a very useful purpose in acquainting the intelligent public with the legitimate uses of the exchange and the important function it performs in the commercial world. In this campaign of education the exchanges worked independently and only the justness of our cause enabled us to accomplish such good results in the absence of united action. It is my humble opinion that we will not have any cause for defensive action in the near future, but there is great need of offensive action now and it is likely to be continuous. Our power and influence would be increased a hundred fold, by united action, either in defense of our rights or in the prosecution of our aims. I appeal to you, therefore, if you have any animosities or jealousies to bury them today and let us all unite our energies and work together from this time on for the promotion of the interests of one another and the grain trade as a whole.

As a means of securing a closer relationship I wish to unofficially and informally propose two methods of procedure. First, that the president of each of the important exchanges appoint a committee of two to be known as the inter-exchange committee, and that these committees shall meet at regular intervals, say twice a year, for the purpose of discussing matters of common interest and for the adjustment of any differences that may have arisen between any of the associate exchanges. The power to be conferred upon these committees by their respective exchanges is a matter of great importance and need only be determined after careful consideration. The other plan I have in mind is that each exchange select delegates from its membership at large who shall meet at an agreed time and place and work out a plan of co-operation.

Mr. Arnot was followed by F. G. Crowell, president of the Kansas City Board of Trade, who said:

It was old John Randolph of Roanoke who said that in order to show his partiality to cotton, he would walk at any time a mile and one half to kick a sheep [laughter]. Therefore it seems proper that the grain exchanges of the country should meet once in a while, not for the purpose of enjoying laudatory remarks regarding themselves or regarding their business, but for the purpose of kicking against abuses that we all know exist. There is no other business that comes closer to the people than the grain trade. The grain exchanges of our country are not only the clearing houses, but the store houses for the surplus food supply of the world. It is, therefore, necessary and right and proper that the grain exchanges should feel that it is necessary for them to pursue a line of conduct and establish a rule of action that will meet with the approval of the public and prevent unjust criticism. It is all well and good for us to set out in the preamble of our constitution and by-laws the reasons why we exist, but the question arises, whether or not we at all times follow the principles that we set forth. I admit that during the last ten years the grain exchanges of this country have gone further toward establishing a correct line of business principles enforceable by their rules than probably could have been expected; but there is yet much to be done.



We are met at times with adverse legislation in Congress and in the commonwealths, that we cannot combat individually. The suggestion that has just been made here is a potent one, and that is the necessity for the grain exchanges of this country to come together in some sort of a body, some sort of a committee, which will have the right to bind the various exchanges to uniform action [applause]—dealing, as I say, with the food supply of the world, because we practically control the markets of the world on some commodities. It is strange that the bankers of this country have a central organization—the American Bankers' Association—which represents the need of certain legislation in Congress, while we sit back, and all we are attempting to do is to fight adverse legislation, which has been introduced by men who do not know what they are about [applause].

We have no apologies to make for our actions. We have no apologies to make for our exchanges. We have no apologies to make regarding the manner in which they are doing business. We are really not on the defensive, but we are placing ourselves in a position of doing nothing. We have a right to demand of Congress certain legislation along certain lines.

We have many other questions that affect vitally each exchange. You have the question of bills of lading, you have this question of margins upon cash grain transactions, which is a very important one. The cash grain houses of this country today are being speculated upon by some parties in selling or buying grain from them, without the putting up of any margins which would be required in your future trades. All of these questions are questions of the greatest moment to the grain trade of the country, and yet we accomplish nothing; we do nothing. We do nothing simply and solely because we have no uniformity of action. We have no central body representing this great big trade handling millions upon millions of dollars. Therefore I want to say that the necessity exists; and it is not only feasible, but it is a necessity, for the grain exchanges of this country to get together, get together in some shape, upon the basis of a representative body, with delegations of one or two delegates from each exchange who shall have power to bind their exchanges in case of necessity to take immediate action. Gentlemen, I thank you. [Great applause.]

Mr. Crowell was followed by F. O. Paddock of Toledo, who referred to the fact that bankers and credit men and manufacturers of everything new or old under the sun, are organized and hold their conventions to conserve their interests. Grain dealers also are organized in associations; then "why should not we organize, if you please, and have regular meetings of the grain exchanges to broaden our views and get into harmony on vital and important questions that affect us all?" Continuing, he said:

What are, then, some of the things that we should lose sight of as individuals and as separate markets and strive in earnest and in harmony, as a whole, to correct for the good of each and the good of all? Why, only this morning I read in the newspaper of a great row you are having about a half-cent elevation allowance on shipments going by lake via Chicago and Milwaukee. Now, instead of a committee from the Chicago Board of Trade striving with this matter, Mr. Chairman, it seems to me that it is to the interest of a committee from every exchange in the United States to determine whether or not that half-cent allowance on lake shipments is correct, legal and right; and then see that every other man who does the same kind of business gets it at the same rate and upon the same basis [applause]. In the matter of a quarter of a cent elevator allowance which has been so much talked of and discussed in the last year, Kansas City has been trying to fight her battles down there by means of injunctions in the courts, and some other market refused to join, and some threw stones in the way—why, it is as the chairman of the Interstate Commerce Commission said, "If it is wrong to grant a quarter of a cent allowance at Kansas City it is wrong everywhere."

Then, gentlemen, let's take up the question of the transfer houses which are engaged in the business of transferring grain from cars where the railroads have their terminals and don't want their cars to pass beyond those terminals—if it is right and proper to make that charge at one point, then let's work to have it in all markets and at all transfer points, without any dog in the manger, and not allow any great big market or any intermediate market to throw stones in the way of that allowance. I am frank to say, and I say it with a good deal of modesty, that if it had not been for the Toledo and Minneapolis, Cincinnati, Louisville, Buffalo and Indianapolis meeting here only a year ago, in a committee for nearly three or four days, which finally arousing the interest of the Chicago Board of Trade and secured the best legal talent in the City of Chicago, the railroads would have withdrawn that half-cent allowance from all transfer elevators one year ago. I was chairman of that committee, and Mr. Goemann was secretary.

I heartily concur with the first speaker upon this subject, that we ought to have a committee composed of delegates from each exchange in the country, empowered to meet once, twice or twelve times a year, if necessary, to see that abuses are corrected, and to see that we work in harmony. Gentlemen in every other business work in harmony and the men engaged therein work together to correct abuses in their business. Then, more than ever, those of us who are engaged in the grain business, where by the wave of a hand 100,000 bushels of wheat are sold and contracts running into the

millions are made across your pits—it seems to me in a business of that magnitude, where the honor of every man engaged in it is second to none in the world, that we should organize and harmonize these great forces and all the various exchanges into one community of interest [applause], for whatever is detrimental to the grain business of Chicago may be detrimental to Toledo or to Buffalo or to St. Louis; and we can meet with the railroad and traffic officials, and we can work these things out evenly and equitably by concentrated effort.

Stephen H. Jones of the Duluth Board of Trade was introduced. He extended the thanks of his exchange for the invitation to be present at a meeting which he felt would be a great benefit to all the exchanges. As a suggestion, he proposed that all the exchanges should close at 1 o'clock p. m., instead of 1:15. He suggested, further, that the quotation system needed reforming in order to insure proper quotations being made at the proper time. As a means of preventing personal control of the market, say of wheat, through the control of a million or two bushels of wheat in this country, he proposed "the removal of the duty on grain from Canada to the U. S. [cries of 'hear, hear!']"; which would be a great benefit to everybody connected with the trade. The Canadian farmer, who now hurries his wheat to market at a low price, would find that, by the blending and mixing of grain in this country, he would get a price very much closer to No. 1 Northern than he does now by rushing it to market and sacrificing at the first bid. The same benefit would result to the American producer and the American miller and buyer of grain and exporter. We would find a much larger market in which to hedge our grain, and would find also the impossibility of one man or set of men getting together and raising the price of that hedge—that would be a financial impossibility."

John L. Messmore of St. Louis, a superb raconteur, recognized the growing tendency to better existing conditions, to do away with underhand methods and cut-throat policies and to harmonize conflicting interests, to the end that business life may run smoother and a fair return be made on the capital invested; and having said so much, he proceeded to practically harmonize every one by telling several capital stories and hit the bull's eye and captivated everyone, concluding with the convincing and neighborly remark, "Now, I hope that some good will come out of this meeting; and I am sure St. Louis will stand ready to help you in any reform."

#### INSPECTION OF GRAIN—THE VALUE OF UNIFORM RULES FOR GRADING GRAIN IN ALL MARKETS: SHOULD FEDERAL INSPECTION BE ENCOURAGED?

A. G. Tyng of Peoria was introduced to open the topic. He outlined briefly the history of the movement to unify the rules that culminated in the adoption of the "Uniform Grade Rules" by the Grain Dealers' National Association at St. Louis in October last, which reduced the number of grades of wheat from 133 to 37, of corn from 63 to 12, and of oats from 77 to 21. He concluded by saying:

It certainly seems as if a great step had been taken towards the simplifying of this complex question, a reduction of the number of grades making it more easy to follow, and a uniform description making it possible to know what any grade means, so that buyers and sellers will not have to figure qualifications of the grade in each market before coming to any understanding. I confidently believe, while only a portion of the markets have adopted these rules, that within the current year they will be adopted by all. These grades have not only established a strict uniformity in name and description in the various markets, but the standard of grain arriving on track and the standard of grain loaded for shipment from elevators is identical. When this is accomplished, the grain trade will be greatly benefited.

W. N. Eckhardt, a member of the Chicago Board of Trade grain committee for a number of years and also of every Uniform Grade Congress thus far held, and who took a leading part in the work of making the Uniform Rules adopted at St. Louis, was then introduced. He said:

In speaking on this subject, it will be unnecessary to occupy your time in a review of the progress in the direction of uniformity in grades, as most of you are doubtless familiar with the splendid efforts put forward by the Grain Dealers' National Association in conferences in recent years, of which two were held in Chicago and the latest in St. Louis in

October of last year, where all the important markets were represented and which resulted in the framing of the "Uniform Grade Rules" that have had the favorable consideration of and have been adopted by important distributing centers and have been indorsed by leading trade organizations.

The grades of grain adopted by the National Association at its St. Louis convention have been adopted by the following grain exchanges: Effective July 1, 1909: Toledo Produce Exchange, Cincinnati Chamber of Commerce, Peoria Board of Trade, Buffalo Corn Exchange, Detroit Board of Trade, Albany, N. Y., Board of Trade, St. Louis Merchants' Exchange, with the exception that the test weight of red winter wheat be one pound higher than is provided in the Rules. Effective August 1, 1909: Cleveland Chamber of Commerce, Mansfield Chamber of Commerce (see additional rye grades adopted), Atlanta Grain Dealers' Association. Endorsed by the following organizations: Chicago Board of Trade, with the stipulation that some slight changes might be advisable; Illinois Grain Dealers' Association, Indiana Grain Dealers' Association, Kansas Grain Dealers' Association, Millers' National Association, Fraternity of Operative Millers, Ohio Millers' Association and Indiana Millers' Association.

In justice to the general subject of uniformity, I think it proper that mention be made here of those markets, departments and associations which adopted or endorsed the recommendations of the first Uniform Grade Congress. Without repeating those mentioned above, they are as follows: Norfolk Board of Trade, Minnesota State Department, Philadelphia Commercial Exchange, Pittsburgh Grain and Flour Exchange, New Orleans Board of Trade, Nashville Grain Exchange, Louisville Board of Trade, Galveston Board of Trade.

It may not be conceded, but many dealers are confident in the belief that uniform rules must soon be established for the grading of grain, whether encouraged by all of the large distributing centers and by the seaboard markets or not; that the time has come for their serious consideration, or there will be before the grain trade of this country the alternative of working under rules that may be laid down by those less familiar with the peculiarities of the trade.

Uniform rules for the grading of grain in the markets of this country, by careful study and application, are sure to promote uniformity in the qualities of the various grades. Efficient departments for the inspection of grain, whether under state laws or other control, will bring these results. It will not be claimed that there can be the assurance of exact similarity in all markets of the same grade, or a like condition, moisture considered, because the styles and varieties of grain tributary to the several markets, to the West and to the East, to various points on the Great Lakes and to the Gulf of Mexico, are dissimilar in many features from the effects of soil and climate; nevertheless the measure of uniformity and the gain in the popularity of our standards under the uniform rules as compared with the results with the present variable rules in the numerous markets, are bound to reflect great credit on the grain trade as a whole. We should strive earnestly to bring about such satisfactory progress and profit by the benefits that will accrue.

In the marketing of new grain before it is well seasoned, or it is not dry, the rapid changes and deterioration in transit, although well understood by everyone who has had experience in handling of grain, is and will remain the basis for strife and friction between contending interests. This cannot be cured by uniform grade rules; but an intelligent application of reasonable rules, an aim to apply uniformity by good judgment will be greatly stimulated by uniform rules.

Uniform rules are practical; the adoption of such rules will insure greater stability in the grain business in all markets, giving satisfaction to the producer and his agent and the country dealer, and in promoting the confidence of the miller, the manufacturer and the consumer to stimulate a more active trade in the market centers, where the requirements, be they large or small, can be and are more economically provided.

Having discussed uniformity *per se*, the question naturally followed how should uniformity be attained—"should Federal inspection be encouraged?" Geo. S. Carkener of Kansas City was introduced. He said there is no greater bone of contention in the trade than the inspection. Other questions have been adopted, but this one remains. Continuing, he said:

I talk more from a commission man's standpoint. Located at Kansas City, we are on a line between Kansas and Missouri. We have two inspection departments, and it is an exceptional thing when they are together. One department is grading one way, and one another. Their rules are the same, but the trouble is the manner in which those rules are interpreted. The departments in both cases are under some part of the governments of the different states. The inspectors are men with political pulls. Their fitness for grading grain is not considered. They have farmer boys, grocery clerks, dry goods clerks with a long "pull" coming there and staying just as long as their pull is stronger than that of the other man. That is something that I don't think a body of business men representing the grain trade should submit to.

We have discussed the matter in Kansas City a great deal, but so far have been unable to solve the problem satisfactorily. Legislation is such that we cannot get away from the state department, and it seems to me that probably Federal inspection would be better. As far as a good many of us in Kansas City personally are concerned, we are will-



ing to chance almost anything that would show or promise some improvement. The rules are all right, but the interpretation of them is wrong.

As an example of our experience, and it is an experience common to others, a car of wheat was bought at a very high price, that graded only No. 2, I believe; and I asked the buyer why in the world he paid such a price for a car of wheat like that. He said: "My idea in buying that at that price is that there is no man fool enough to grade wheat like that No. 2, and there must be some redeeming feature about the car." An examination showed the rest of the car to be even poorer than the original inspection.

I have a feeling that what Uncle Sam does is likely to be done pretty well. The positions of inspectors would be probably better paid than they are by the state. If the civil service rules could be applied, it would result in maintaining good men. Men that are incompetent would be dropped. The inspectors could then be changed from one market to the other, and in that way the grades could be lined up. We in Kansas City receive a great deal of grain out of Omaha and out of Lincoln and St. Joseph, and it is almost an exceptional case that a run of ten cars of grain grades the same in Kansas City that they do in Omaha or Lincoln. Rules are identical, or practically so, but the interpretation of the rules is different.

There is another evil in the grading of grain, which should not be permitted, and that is the changing of the quality required for No. 2 wheat by the state inspectors or by the inspectors of an entire department, depending on the quality of wheat obtainable at that time. We have all seen in our market—I don't know whether it is true in other markets or not—wheat graded as No. 2 and 3, that, at a time when wheat was scarce, as for instance, last May, would not grade, when wheat was plentiful, better than 3 or 4.

Now those evils all exist, and we all know that they exist; at any rate, we know it in Kansas City. I am frank to acknowledge I do not know about Chicago, Minneapolis or the other markets, but that is true in Kansas City; and it is a fact that in most markets it is difficult to sell to a miller who is particular about the quality of his wheat. This should not be between men who do business in a square way. The inspectors should not be permitted to change their interpretation of the rules, in my opinion; and I am strongly in favor of encouraging the adoption of Federal inspection. The rules then would be the same the country over [applause] and the inspectors could be lined up in the course of a few years so that wheat that would grade No. 2 in Kansas City would grade No. 2 in Chicago, and you would feel like taking it on the inspection. I don't know how the sentiment is in other markets with reference to the adoption of Federal inspection, but I think it would be a most excellent thing.

E. H. Culver, chief inspector at Toledo, president of the Chief Grain Inspectors' National Association, was then introduced. He said:

I have made a practical study or life study of grain grades to bring about the condition which we accomplished in St. Louis last fall, and to bring the grain trade together. After studying rules I also tried to study out a method by which they could be enforced without introducing politics or politicians into the grading of grain [applause].

My friend from Kansas City recommends Federal inspection; but Federal inspection, under the political conditions which now exist, would be the same that you have now [applause], as there is no set of Congressmen or Senators but would have influence in Washington to keep the same set of inspectors and the same politicians in the places which they now hold; and you could not discharge them because they are a part of the great political machines that control the great states in which they are appointed [applause].

Now, the method whereby these rules could be sustained or enforced—I consulted with my board several weeks ago on the abuses, the rules, the grades that have been sent out from the different markets this year, and we found that they are no more the rules under which the stuff could be graded than I am like the blackest Ethiopian in the country. Some are sending out scrap wheat for 2 wheat; they are sending out wild onions; and there is absolutely no uniformity in the grading. When those impurities go into a sample wheat it should be sold according to quality and condition.

But, gentlemen, the trouble does not all lie with your inspection departments; it lies with your inspection committees. A great many times, I know, in the Northwest and in Kansas City, where you have these political committees appointed that are drawing salaries, they will take a small sample of grain and pass upon it, and usually that sample does not represent the car of grain. Maybe it has been there 24 hours, 36 hours or 48 hours, and what can you tell about the condition of grain and its deterioration in 48 hours? With a certain per cent of moisture, deterioration, as you well know, will take place in less than 24 hours. [Applause.]

I have inspected in every market between the Rocky Mountains and the Atlantic Coast, and I want to tell you that the inspection in some of them is pretty rotten, and you cannot blame the millers all over the country saying, "Culver, we will endorse those rules for you, because we believe you are honest and you will enforce or try to enforce them," but I have come to the conclusion, gentlemen, in this summer's campaign, that there is only one way to enforce them, and that is by uniform inspection, by commission, under control of the United States Government. Let that commission be of men who understand their business. Let them examine and license every inspector in the United States, that is competent to judge grain; and not have men, as I have seen, pass up and down

through the samples at the different exchanges, calling this one wheat and that spring wheat, and everything but what it should be called. Qualify your inspectors, and make them qualify for the position of inspector, for the inspection and handling of the different commodities, so that grain will go to the millers and to everybody, in Kansas City, Cleveland, Chicago, and everywhere else, uniformly; and make your trades apply to all interstate grain. That would not be affected by the constitution of any state, except in this way, that every inspector who inspected interstate grain in Chicago would have to step up to that commission to secure his license and pass an examination as to his qualification for an inspector. It would also make every inspector do his duty as it should be done. The rules would be interpreted to him, and the standard grades would be placed before him. Then if a dispute arose regarding a lot of wheat from Louisville or Galveston or New York, it would be referred to the commission to pass upon, which commission would be the final supreme court of the grain trade of the United States.

That is my plan for enforcing uniformity inspection. Uniform grading and honesty among the different grain interests of the country, and obviating the difficulties that now exist in the grain trade.

W. J. McCabe of Duluth said that in considering the question of grading and in making the rules, we must remember all the changes that have come over the country in the production of grain in the last thirty to forty years—the passing of spring wheat in the Middle West and the coming in of winter wheat. When we think of this passing away and removing the limits of the spring wheat territory, we think of the changing methods, almost from year to year, to keep pace with the change of conditions. And as the farmer always thinks he had marketed No. 1 stuff, this question of grading is a very important one, "for I feel that in all probability legislation is always directed so much more to protect the producer than the consumer." Referring to the great complaint in the Northwest that more good grain goes into the elevators than apparently comes out, he called attention to the fact that Eastern buyers take the best grain by sample, so that the average out grain is rather lower in quality on that account. He believed in the desirability of having the grain in one market as near as possible to the same grade in all other markets. Mr. McCabe was not in favor of Federal inspection, believing Mr. Culver's idea of a commission preferable.

#### THE CANADIAN REPRESENTATIVES.

At this point the chair introduced Mr. Geo. Fisher of Winnipeg, who responded graciously and pleasurably to his welcome. Referring to the subject first in hand, he said: "Instead of our coming to learn we could come here and teach you something on this matter." (Laughter.) In Canada our inspection is so irreproachable that it is never considered. The Dominion government is responsible for our inspection. (Applause.) Our official, Mr. David Horn, has the confidence not only of the producers of grain, but of the buyers. I would like to say in passing that not only have I the great honor to be president of the Winnipeg Grain Exchange, but I am the representative in Canada of the largest mills in Great Britain, handling millions of bushels of wheat, and today the certificate of David Horn is enough for every one of our mills, because they recognize that there is no official graft or anything else in the way and that we can depend on getting the article that we are paying for (applause).

M. J. Fleming of Winnipeg also responded to a call from the floor and from the chair. Referring to the question of the admission of Canadian wheat to American markets free of duty, he said:

Now, of course, that opens a very wide question that there is not time to deal with today. However, I may say, just speaking individually, that we regard with a great deal of jealousy the time when the growing products of the great Northwest shall be diverted to any great extent to the south, as you know there is a very strong imperialistic sentiment that has been growing in nearly all the British Empire; but today it is one of the gratifying signs of the times that there is coming about a better understanding between the subjects of the United States and Great Britain. [Great applause.] I think there never was a time in history when the disposition of the American people toward the British was better than it is today. [Great applause.]

#### AS TO FEDERAL INSPECTION.

Continuing the subject of Federal inspection, I. Collin Vincent of Baltimore said:

We all know that this agitation has been before the country for many years, fostered by representa-

tives in Congress from agricultural states, who are laboring under the false impression that the farmers have grievances; and this referred especially against the state of Minnesota on account of the grading of wheat at the lake terminals. As the dissatisfaction appeared to be localised, the leading markets refrained from interfering until it appeared that those interested had enlisted the services and co-operation of Government officials, both at home and abroad, whose reports were used to influence President Roosevelt to refer to the subject in his message to Congress, December 3, 1907, thus making it appear of National importance.

I think it necessary to refer to what is meant by the word "Federal"; and the question then arises whether the Constitution of the United States admits of the Government taking upon itself duties that are left to the individual states and bodies working under the laws which are allowed for their self-government. However, that is a legal point. Whether "Federal inspection should be encouraged" is open to diversity of opinion.

It is evident that in some sections, where interstate commerce is closely allied but where the adjoining states have state inspection, there may be a conflict when grain does not grade uniformly or the impression exists that the inspection department is a political machine; under such circumstances Federal inspection may be encouraged by some as the lesser evil. This applies to interior states which are nearer the source of production, because the farmer who ships the grain considers it the best that has been raised, ignoring the fact that it may contain other grains, seeds, or a large percentage of dirt which must be screened out before it comes up to the terminal grade.

It is necessary to refer to the laws that have been proposed, with a view of seeing how Federal inspection is intended to be carried out before we can determine whether same should be encouraged. The present bill (S. 121), introduced by Mr. McCumber, which was referred to the committee on agriculture and forestry on March 22, 1909, shows in Sections 1, 2, 3, 4, 5, 6, 11 and 13 that unlimited power is placed in the hands of the Secretary of Agriculture, both as regards appointments, salaries, standards, appeals, as well as reinspections of any cargo of grain before it is exported, even if it has already been inspected.

I also read it that no one can ship any grain unless it has been inspected by the Government; so that an exporter must not even sell on sample unless he pays the tax for inspection, even if he does not wish it. What is to be gained by Federal inspection, I cannot see; except that it puts the power in the hands of one man to fill a number of political positions and also to create positions when they are necessary. It has been claimed that more justice will be meted out to the producer as well as to the foreign buyer; but I do not agree, especially when it has been conceded that at first the present commercial inspectors would be used in the service. Yet they would have to be appointed under civil service rules; and I fail to see that that would be a guarantee that the judgment of the inspector would be infallible.

As a matter of fact, the greater the number of inspectors, the less uniformity is likely to exist; and when it comes to grading corn on a moisture test, the same corn may be graded by the Government as No. 2 Omaha or Kansas City, and when it reaches the Seaboard will be graded No. 3 by another Government official; so what is to be gained? I do not see that there is any provision for paying damages for errors of judgment on the part of the United States officials; so where is the advantage to the foreign buyer?

To show you the growth of the export business which has been built up in fifty years by the merchants of this country and largely by those at the seaboard: In 1851 we shipped of wheat 1,026,725 bushels; in 1901, 132,060,667 bushels; in 1851 we shipped of corn, 3,426,811 bushels; in 1901, 177,817,965 bushels. This volume of increased commerce must have been made on reputation and by the fair dealing of those engaged in expanding the trade of these United States; and I do not consider it necessary at this stage for the Government to step in, for there has been no proof that the commercial bodies cannot carry out the purposes for which they were organized and protect both buyer and seller, whether he be farmer or foreigner, for if any evils do exist, they can be better recognized by those whose life's work has been to find a market for our agriculture products and who are willing to put all safeguards around the trade, scientific or otherwise.

If I had more time, I could show that officials have not been unprejudiced in putting the case before the country at large; and I am fully convinced that Federal inspection should not be encouraged, for a National system would not be a remedy for the so-called evils.

The discussion of the topic was continued by John C. F. Merrill of Chicago, who opposed the principle and the practice. He said in part:

First and fundamentally, perhaps, is the feature of paternalism in government, or the centralization of power at Washington. I believe that the function of government is to govern, and that laws tending to interfere with individual initiative, or with lawful private or corporate enterprise, are repugnant, un-American, and should be repressed. [Applause.]

Federal inspection is not now, nor has it ever been, the subject of popular demand. Indeed, but for the activity of one Senator, undoubtedly given aid and comfort by the Agricultural Department of the Government, we should not have now the question before us. Nearly all grain bodies, exchanges, National Grain Dealers' Association, state grain dealers' associations, stand unalterably opposed to the enactment of such laws. Federal inspection has emanated from a single state without a primary



market, the surplus grain of which of necessity enters into interstate commerce; and so the author of the bill—for he has re-introduced it—it is still before Congress—the author of the bill before Congress undoubtedly views it from that standpoint.

The conditions in his state are rather crude, as is generally known. The farmers are largely immigrants—good people—we wish them well; but they are somewhat ignorant in regard to handling land on as large a scale as they have to handle it, and they don't do the work well. The result is that they market grain containing much foul stuff, and they complain as a result of the dockage that is practiced in the Northwest markets. I have said that the farmers need not so much Federal or state inspection as they need a fanning mill [applause], for with that very inexpensive and useful implement they may put their grain in such condition that it will grade at the highest possible point, and thereby bring the highest market price for its quality; and they may not consistently ask for a cure of or for ills which they themselves may prevent.

Federal inspection of grain, emanating from this state, and urged on that basis, would not, perhaps, in the surplus grain states of the Middle West, where nearly every state—all but four, I think—have a primary market, be found to be easily workable, for the very forceful reason of the constitutional inability of the Federal government to go into any state and enforce Federal inspection upon intra-state grain. The state of Illinois, marketing approximately one hundred and twenty-five to one hundred and fifty millions of grain within its own borders, would then be disposed to retain its present inspection laws, regardless of the Federal inspection; such would be the case in Missouri, with the grain seeking the Kansas City or St. Louis market; or in Minnesota, with the grain seeking Duluth and Minneapolis; Wisconsin, Milwaukee and Superior; in Indiana, Indianapolis; Ohio, Toledo, Cleveland and Cincinnati; Michigan, Detroit; the large state of Pennsylvania, with grain going to Pittsburgh and Philadelphia; or Maryland, going to Baltimore; and New York, going to New York City. Now, all of the grain of this large country that I have outlined, with all of the grain grown within it going to primary markets within the borders of those states, could not, by any possible manner of means, be inspected by the Federal government on any other basis than that of permission on the part of the owner and courtesy on the part of the state governments [applause]; and a law which shall rest upon permission and courtesy alone is not well founded. [Applause.]

This is a fact that has been largely overlooked; and nevertheless I believe it to be the most salient feature of the whole question. You might as well say that National bank inspectors shall inspect our state banks or supervise them, or that the Federal government should supervise them, as to say that it shall have the right or permission to come into our state, either through commissions, as my friend Culver has outlined, or directly through Federal inspectors, and interfere with our internal affairs. That question, you know, has been fought out altogether too plainly to be misunderstood now.

Undoubtedly the Agricultural Department is of the opinion that its prescribed laboratory method of moisture tests and tests for dirt or unsoundness of grain are believed to be a panacea for those ills, but I just want to say in reply to that, in closing, that no matter whether you have Federal inspection laws, or state inspection laws, or commercial exchange inspection, as in New York, it is and always will be expert judgment based upon experience in its finality that is the guaranty of correct inspection. Gentlemen, I thank you. [Applause.]

S. T. Ballard of Louisville, Ky., when called on, spoke from the floor of the theater. He said he looked at grain inspection from the consumers' side. He said:

I wish to say a few words, and a few words only, as a consumer; and as a consumer I want to know, when I get a certificate, that a certain car is a car of No. 2 red winter wheat, and not hospital stuff that an inspector has been bribed to pass as No. 2 [applause]. I was in St. Louis a few months before the opening of that great Fair, and a grain merchant was taking me out to the suburbs for a supper. He met another grain merchant, and asked him to go with us. The invitation was accepted. "Jack, what are you doing with all that off-grade wheat that you are buying?" my host said. The reply was very prompt, "I am exporting it." "Exporting it! That is not No. 2 nor steamer No. 2"—a phrase which is used to beat our foreign customers; but he said, "I know the inspector." He had bribed the inspector to pass that low grade wheat as Steamer No. 2 to the foreigner who had bought it upon an American certificate. I have had wheat loaded out of an elevator in St. Louis, objected to receiving it, appealed against the grading, and every miller and every consumer could tell you that the wheat was not No. 2; and yet every official contended that it was.

We all want uniform grading of grain, and I am speaking for the great consuming and milling class—the milling consumer of wheat—but I don't believe a consumer of wheat believes that we will ever get it unless the government of the United States establishes the grade and fixes the penalties for the inspectors not inspecting it to grade. [Applause.]

A gentleman from Minneapolis referred to the admission of Canadian wheat as a means of preventing the arbitrary raising of values by corners, and other methods. Would it not be better to make your No. 3 grade a sound grade, and require your inspectors to inspect to that standard, and make that deliverable on contract at an agreed difference? Don't your No. 3 red winter wheat today, on this market—the choice No. 3—sell for more than your contract grade? Aren't we offered by almost every receiver of wheat here wheat on the tables?

Well, that is elevator stuff. Why should not No. 2 wheat loaded out of an elevator be as good and as merchantable and worth as much as No. 2 wheat loaded out of a country elevator? [Applause.]

I bought a carload of wheat in this market within the last ten days myself. It sells for such a price if No. 3, but if it is written in the certificate No. 4 you can get it at two cents less; not that the quality of the wheat was any less, but that inspection certificate made it less, and that only. In another market where I was buying largely, and where the railroad did not want any of their cars to run through to Louisville, I said, "Have them transferred through one of your elevators." "Oh, I would be afraid to do that," my broker said, "because I would not know that I got out the identical wheat I sent there to be transferred."

A lot of representatives of the commercial exchanges of the country have been asked to come here and confer with you on certain subjects, and among others the very first one mentioned, namely, the importance of maintaining, by all exchanges, a high standard of business methods and integrity, benefits, and all that sort of thing. I say, let us first cast the beam out of our own eyes, before we attempt to cast the moat out of our brother's eye. [Applause.]

SHOULD MARGINS BE REQUIRED AS SECURITY  
ON PURCHASES AND SALES OF CASH GRAIN  
FOR FUTURE DELIVERY, AND IF SO, SHOULD  
THE EXCHANGES CO-OPERATE IN FRAMING  
RULES TO THAT END?

The first speaker was James Pettit of Chicago, who after telling a story plunged into the subject and said in substance:

Gentlemen, as to whether it is right, proper, wise and advisable to call margins on purchases of cash grain to arrive and sales for forward shipment, the thought occurs to me that in the arch of our grain business, from a conservative standpoint, dealing as we do in the most liquid of commodities, liable to the most violent and sudden fluctuations, this conservatism is the keystone that rests, upon one side, upon our consistently and wisely hedging our purchases and sales, and on the other side upon a proper distribution of credit as regards those with whom we conduct our business; but if we deceive ourselves with the idea that we can rely on a hedge against our purchase sales, while at the same time we have no basis by which we can control the credit proposition, we are absolutely without that basis of protection on which we are figuring.

In our trades for future delivery the rules and rulings of our various exchanges have protected us with reasonable satisfaction. Margins are called against us from every side on all transactions which show or threaten to show a loss. However, as regards our cash sales of grain for forward shipment and our purchases to arrive, many times running into great volume, the fluctuations of the market are none the less important; the chances of profit or loss are none the smaller; and yet we are left with absolutely no opportunity to protect ourselves unless by private or special agreement at the time our contract is made, we make some subsidiary arrangement for margining these trades down or up as the market shall fluctuate.

This is very unusual. The fact that losses from this character of business have been comparatively small as compared with the volume of business which has been done, is no argument against changing our method. It is perhaps a compliment as regards our credit department. It is a compliment as regards the great majority of those with whom we do business, the lion's share of whom of course are honorable and respectable men; but it is no argument against our so protecting ourselves, if, indeed, it be practical and possible, that the very unusual but none the less serious mishaps may not occur. The margin of profit which is allowed us by competition, as we all know, is so small that the man who figures what we call a legitimate margin to make a trade, merely for the margin of profit, ought not to be asked to take the chances of the market which the man with whom he is doing business may possibly make him liable to. However much he may look up the man with whom he has made the trade, and however responsible that man may be at the time he makes the trade, before the maturity of that contract the man to whom he may have sold or from whom he may have bought may have so distributed his contracts as to be absolutely insolvent. Therefore, it seems to me that if our exchanges are going to join together, as they have infrequently in the past, and as we hope they will very frequently in the future, to correct any abuses, this is one of the abuses that most needs correction.

The chance for loss which you or I may assume in making a contract of this kind is, after all, perhaps, comparatively unimportant from the standpoint of the trade at large, as compared with the curtailment of business due to the fact that, as every well-posted grain man knows, if he spreads out his contracts of this character, he will be taking an unconservative chance. We all know that business can be done in greatest volume at the time it is most encouraged by the peculiar conditions of supply and demand; and if the details and terms of the contracts which a conservative house must make are such that a fluctuation in the market during the weeks or months before the maturity of the contract compel him to take a chance on the market, it goes without saying that in order to remain conservative he reduces this character of business to the minimum, and therefore a good deal of business passes which never comes back.

There are many objections raised to the calling of margins on cash transactions. One of the most frequent is that however much in agreement the members of the associated exchanges may come to be, they can not control outside buyers and sellers,

with whom, after all, we do a very large volume of business. Now, this is true; but I think the experience of every man here will bear me out in the statement that those qualifications of contracts which are approved and insisted upon by our exchanges, certified to by our exchanges, and I believe by the majority of our exchanges, must perforce be accepted by the trade at large. I do not believe that that ought to be received, therefore, as a reason for absolutely abandoning this reform.

Again, it is claimed that there is such a wide diversity of opinion as regards the method by which margins should be called or collected, as regards the percentage of purchase price, that it would be difficult to agree how far from or how near to the market a trade must be brought. I say these are all such moot questions that we are unlikely to get together in any practical way, so that the reform, much as it may be needed, may become an operative fact. It is true that there is a wide difference of opinion as to the details, and I would not attempt to describe to you, for instance, what my personal view is as to how this should be accomplished, but I know of no reform or change which any such body of men has agreed upon, the details of which can not be worked out by proper, serious and sincere consultation on the part of intelligent men. [Applause.]

Mr. Pettit was followed by Henry L. Goemann of Toledo and Mansfield, Ohio, who said in substance:

I don't know that I can add very much to what Mr. Pettit has said. He expressed my sentiments very clearly. I believe that one of the greatest abuses today is this selling ahead for future delivery without margins. I thoroughly believe that it simply creates a desire for the rankest kind of speculation—a desire to overtrade; and this applies both to the shipper of grain as well as to the buyer in the East. It is so easy to go in and buy or sell stuff without having to put up any money—the temptation is so great, backing your judgment at the other fellow's expense; and in my experience during the last four years since this question has come up, I think it has proven to be the most unprofitable proposition to a dealer in a terminal market, doing business, of course, on a legitimate basis. He is between the devil and the deep sea all the time. If he buys his grain from the country dealer in the West and sells it to the Eastern buyer, he has no assurance that either trade will go through correctly; and he is in between them. I thus know from my own experience.

Now, it does not seem to me that we should encourage this selling ahead, without protection. I believe it is the greatest curse of the grain trade today. It is the rock upon which the trade will fall, if it is continued. The country grain dealers say to me, "We can't make any more out of the grain business buying from the farmers, the competition is so keen." I was in Detroit a week ago, and a dozen men came to me with this complaint. I said, "What is the trouble?" They replied, "The trouble is this: John Smith, my competitor over there, has made a good sale and he goes in and buys this stuff above the market because he wants to fill his contract, thereby compelling me to do business without a margin of profit." The fact that he can not compete continuously at a living margin is because his competitor is a speculator. The same thing occurs down East. You are told by your Boston, New York or Philadelphia broker that oats are selling a cent and a half or two cents below Western values because some man has overtraded—he has bought too many oats, and he can't move them, because he has got to pay for them. If the market is in their favor they give them to you; if it is not, they won't. That is not a profitable way to do business.

If we had to put up margins on these trades, and I believe that the most conservative and best business men in the West and in the East would welcome a change of that kind, conditions would be improved; but they are all compelled to go in the old way because their competitors do it, and if they don't they are out of business. When Governor Hughes investigated the Stock Exchange operations, the Commission found that greater margins should be required, for the reason that there was so much overtrading, and calling greater margins would make traders more conservative. I believe it is necessary for the continuance of the cash grain trade to regulate this cash grain business with margins, and that it will be better and healthier for all.

I heartily concur with Mr. Pettit's suggestion of a committee of the different exchanges for the framing of these rules, and I do believe that these exchanges are strong enough to do this business. Ninety per cent, I think, of the business done in the East, in volume, is done by members of trade exchanges, and the other 10 per cent, who are not members, would soon follow.

F. G. Crowell of Kansas City then made the following motion:

Resolved, That the president of the Chicago Board of Trade be requested to call upon the exchanges represented to appoint one delegate to meet at a time to be suggested by him for the purpose of considering this question of calling margins upon sales and purchases made and any other questions of importance to the grain exchanges of the country.

The resolution being amended to provide for two delegates for every exchange having a membership of 200 and one for each 100 additional members, the resolution was adopted.

Continuing the subject of marginal advances, B. H. Lang of the St. Louis Merchants' Exchange Grain Club said in part:

I presume I should be satisfied after the remarks of Mr. Pettit and the gentleman from Toledo with



making my bow and retiring, for I believe that they have covered this subject about as thoroughly as it could be covered. At the same time I realize that it is a big topic, and perhaps a little repetition will not be irksome to you. If I were called upon to name the two great enemies of the grain trade today I should classify them as follows:

First—The man who does not know how to figure a profit.

Second—The man who has a depression where he should have a bump of moral obligation.

The first class we have with us always. He is like the mushroom—he comes up during the night, and lasts only about as long; but while he is going through that process of disintegration he does not make any money for himself, nor will he let you make any.

The second, the man devoid of moral obligation, is of the class that makes this discussion necessary. Whom shall we put in that class and how shall we limit it? Shall we limit it to the unscrupulous farmer who pledges his grain to the country buyer; that is, all of his grain, less that which is necessary for him to retain as feed, and who delivers not only his own crop but his brother's crop and father's crop and neighbor's crop if the grain dealer will permit it, provided the market is down, but who retains ten times the amount necessary for seed, or that he ordinarily requires for seed, if the market is up? Shall we limit this class to this kind of man, or shall we include the country grain dealer, who anticipates an enormous profit and sells to the primary market and then writes a letter, when he learns of a deterioration in the crop, like this: "I just must apologize to you, but you must cancel that contract. I can't get the wheat for the price I paid for it, and of course I can't afford to pay any more for it?"

Shall we include in this class the unscrupulous broker who could not pay for a car of grain to save his life but who will go to a respectable grain house and contract for five cars, simply because Bill Jones bought the year before and made \$10,000 on the advance in the market?

Shall we limit ourselves to the jobber, or shall we stretch this class to include the man who hides under the cloak of a board of trade membership and who sits up nights on a declining market and figures out how he can evade the acceptance or delivery of a lot of grain that he has bought or sold? Shall we take this same man who contracts to deliver a grade of grain and who simply and absolutely declines to deliver it on an advancing market?

I say to you, gentlemen, that we must include all of these. Now, what is the remedy? It seems to me, as Mr. Pettit has said, that it would be an easy matter for the boards of trade to get together and formulate uniform rules that will control this marginal proposition. There must, however, be unity of action, especially among competitive exchanges. We must have uniform rules and a uniform system. To do so would be an easy matter. My idea is this: That between members of the same exchange a marginal certificate such as is now in vogue in our speculation contracts would be good; and between members of the boards of trade and outside parties a cash deposit would be necessary. Then go further and make your rules so that the man who is not a member of your exchange has the right of protest and the right of appeal and the right of prosecution before your governing bodies to make your board of trade man live up to his contract. (Applause.)

These instances among board of trade men are few, but there are enough of them to throw discredit on the membership. I have in mind an instance in our own market. A gentleman who is a non-member of our exchange brought a contract to me for 10,000 bushels of corn bought for 90 days forward delivery. The market had advanced 10 cents per bushel. The shipper, after a great deal of delay, had finally put out two cars of inferior grades, although he furnished a certificate of inspection. The purchaser took them under protest, and in a few days came up to St. Louis and asked for "reclamation." He said he could not use that kind of corn, and that his contract called for good stuff and he thought he was entitled to it. The upshot was this concern allowed him two cents a bushel on one car and one cent on the other, I think. He went home and in a few days he wrote him about the balance of the contract. The exchange man wrote him that he considered he had violated his contract in the acceptance of a reclamation, and said he didn't feel that he had to comply with the balance of the contract; and he declined absolutely to ship him the corn. What protection had that man? He couldn't go before the exchange and file a complaint against him, simply because their rules were such that the committee would consider only complaints made by one member against another.

So don't forget to give the outsider protection against the unscrupulous board of trade man who will slip into our organizations now and then, notwithstanding the fact that we are careful about whom we admit. (Applause.)

Messrs. E. P. Peck of Omaha and G. S. Jackson of Baltimore and F. F. Collins of Cincinnati were also called upon, but owing to the lateness of the hour contented themselves with merely endorsing the views of the previous speakers.

After thanking the guests who had attended the meeting, the chair then declared the Conference adjourned *sine die*.

#### THE BANQUET AT THE LA SALLE.

The banquet tendered the guests by the Chicago Board was given in the new La Salle Hotel which was filled to its capacity, probably 700 to 800 covers being laid. The decorations were very beau-

tiful and there was the usual orchestra, etc. The menu was as follows:

Blue Points	Sherry
Hors d'oeuvre a la Russe	
Green Olives	Hearts of Celery
Green Turtle	
1904 Erdner Troepchen	
Aiguillettes of Bass, Cardinal	
Potatoes Fondue Percillee	
Filet Mignon, Fresh Mushroom Sauce	
Cauliflower au Gratin	
Pommery and Greno Sec	
Roman Punch	
Roast Squab, au Cresson	
Selee de Groseille	
Biscuit Ble Dore	
Assorted Cake	Demi Tasse
	Appollinaris Cigars

At 9:15 the banqueters were called to order by Pres. Bunnell of the Chicago Board who briefly repeated his welcome extended at the afternoon session, and having expressed the trade's thanks to the St. Louis Merchants' Exchange for having initiated the movement of which this occasion was an immediate result, and which "we believe is bound to go on and to result in wonderful good to the entire grain trade," he introduced Walter Fitch, a former president of the Chicago Board, to act as the toastmaster of the occasion.

Those who have had the rare privilege of "sitting at meat" where Mr. Fitch has presided as master of ceremonies need no enlightenment and would endure no attempt to describe his manner and method, both at once characteristic and imitable only by those who possess a similar genius for that most rare sort of delightful entertainment; those who have not been so fortunate have still the best of good things "coming to them."

The first formal address of the evening was by Sec'y Geo. F. Stone of the Chicago Board of Trade, one of the most eloquent and finished of Chicago's after-dinner speakers. Among the things he said:

I do not think, gentlemen, I can exaggerate the benefits that will inevitably arise from this gathering of distinguished representatives of the grain exchanges of the United States and Canada,—benefits not only to the grain trade but to commerce generally, and in a special sense to the industries of the United States which are fostered and promoted by the business in grain and the marketing of the grain crops of this wonderful Western country.

Harry A. Wheeler of the Chicago Industrial Club was then introduced to speak on "Co-operation." Among other things, he said:

In this age of co-operation and association, it seems almost incredible that the great grain exchanges of this country and of Canada should not have joined hands and long since have perfected a federation of a character that has been found necessary in other less important business interests; and yet such seems to be the case. Your meeting in St. Louis and this much greater meeting in Chicago seems to prophesy that at no distant date there will be organized in concrete form, by the appointment of delegations from the various exchanges on the American continent, an organization which shall do for your trade what the American Bankers' Association is doing for the financial interests of the country. . . . Now, there is no less need for an organization in your case, for while the banks of this country may make it possible to promote and bring to market the crops of the country, it lies in the hands of you gentlemen to find the markets and to distribute the products; and that, it seems to me, is an even greater task—even more important than the furnishing of the wherewithal to draw the crops from their points of raising to their points of marketing.

"The city of St. Louis and ourselves," said Toastmaster Fitch, "are real neighbors—so close to us that when we hang our clothes out on the same day we are liable to have a few arguments." And with numerous other witty pleasantries he introduced President Edward Scharff of the Merchants' Exchange. Mr. Scharff expressed his people's appreciation of Chicago's hospitality and their satisfaction with the fact that "the seeds we sowed in our very humble way have borne such rich harvest of good fellowship." Mr. Scharff dwelt on the necessity of soil conservation and of educating the farmer as a guard against future scarcity with resulting poverty—the mother of socialism and discontent. He urged co-operation in the work of the exchanges and "we from St. Louis come here to wish you God-speed in the work."

Sec'y Bigelow of the Kansas City Board of Trade was then introduced, who expressed the thanks of that market for the pleasure enjoyed. Mr. Bigelow dwelt upon the place of the exchange in the

business economy of the industrial world, and expressed his deep regret for the decline of American shipping with which he was familiar in earlier days at Baltimore. He is an advocate of free ships—"there are no other nations except Spain and the U. S. that have laws that make it impossible to buy a ship wherever you can buy it and put it under the flag of its nation."

"Gentlemen," said Mr. Fitch, "down here a ways in the state of Illinois is a town called Sandwich. You all know what a sandwich is. It is two pieces of bread with a piece of meat in the middle of it. One day we went down there and took away their piece of meat and brought it up here to Chicago; and I guess it misses its bread, as it has been trying to buy a little something to make bread out of ever since. (Laughter.) The gentleman to whom I refer is troubled with extreme modesty; and when the question was broached to him regarding making an address he gave his usual reply: 'I would rather do almost anything than make a speech. I cannot make a speech.' And with this and more that was witty and expressive of respect and admiration and friendship and personal appreciation of the man's personal character, Mr. Fitch introduced "the noblest Roman of them all—James A. Patten." There was great applause, and when it had subsided Mr. Patten said, in part:

Mr. Toastmaster and gentlemen: I wish to thank you for the heartiness of your greetings, and for the honor that has been conferred upon me of representing the Board of Trade on this occasion. When Mr. Fitch called on me for the purpose of inviting me to speak tonight he suggested that I take for my topic "The Grain Trade." He said it was a very broad topic and I could bring in almost anything.

The grain trade itself is enough for me to speak on; but I approach it with considerable hesitation because I see before me tonight a thousand men, all experts in the grain trade, all having opinions of their own, positive ones, apt to be critical. But we are all agreed on one point, that the grain trade is a most enticing trade. Those who enter it never seem to desert it, unless called away by death or the burden of increasing years forces them to retire; and those of us who at times take a little vacation trip abroad or go fishing love to pick up the morning paper and read the market gossip, to see possibly what Armour is doing (laughter) or that John Barrett is possibly still perhaps bearish on wheat. (Laughter.)

There is no trade in the world in which there is so much shop talk or gossip as in the grain trade; and when we meet on the floor of the Board of Trade, on the street, or in social gatherings, we immediately bring up the question, "What do you think of wheat?" "What do you think of the price of corn?" "Is it too high? Will it sell lower?" I think no other trade in the world compares with it in that respect. There is a good reason for this.

I had occasion during the last few months to hold a number of interviews with reporters, and I said at that time that the supply and demand question entered into the values of grain. In the grain trade we look more particularly to the supply side, whether nature is going to smile upon us; whether drouth is going to curtail the crops; whether rust is working in the wheat; whether the Hessian fly has commenced its ravages. These topics are continually under discussion. What is going to be the supply? The demand is always with us; we can figure that almost to a certainty. What are the requirements of our own country; how much can we spare for export? But the question arises, how much have we raised? Therefore we study the first question more seriously than we do the last.

Other lines of trade, like manufacturers, have an unlimited supply of raw product. They never study the supply, but always the demand. We are entirely different. We have had occasion a great many times in the past to differ seriously on these various points.

I probably have occupied a position in the past few years where some have thought I had better facilities for acquiring knowledge in that respect than any one else. Nothing was ever more untrue. In the grain trade you all have equal opportunities to study the question of what the crops will be for the year. It is open to all of you, but we disagree. During the last few months a serious drouth has existed, for instance in the corn fields. It has been quite a topic. It is this difference of opinion that makes the market. I can talk with any one on this matter and never go away feeling hurt if any of my friends or acquaintances disagree with me.

#### FUTURE WHEAT SUPPLIES.

The question of supply and demand and whether this country is going to reach a point where we will need all we raise for our own requirements, has been under discussion for some months. Mr. Hill in a recent speech gave statistics of the percentage of the population that was engaged in agricultural pursuits, giving the percentages of 1870, 1880, 1890 and 1900, showing a large falling off, or a much smaller percentage in 1900 engaged in that pursuit than in 1870. I do not give the seriousness to that question that he does. In the year 1870 the chief occupation, you might almost say, in this country was that of agriculture, and we depended on foreign requirements for disposal of the surplus. Our manufac-



tures were at a low ebb. Since that date the manufactures of this country have increased at an enormous rate. It was the effort of Congress during this period to further the manufactures of this country, in order to increase the home demand, and by increasing that home demand we have increased the price of our agricultural products. But we are rapidly reaching that point where in the future we will have to study this question much more seriously than we have done in the past.

I expect to live to see the time when we will have to import grain to supply our own requirements, and Congress will be forced to take off the duty on wheat. We have grown rapidly from an agricultural nation into a manufacturing nation. I am personally glad to see it. It has brought wealth, it has brought prosperity to us. It has brought prosperity to the farmer. There is no class of individuals to-day who are so well off in wealth as the American farmers.

#### GRAIN INSPECTION.

One of the greatest evils in the grain trade, to my mind, is the irregularity of inspection. No two markets in the country seem to agree. I have shipped a cargo of corn from Chicago to New York City by rail in seven days. No. 2 corn, which arrived there and inspected a "no grade," and I lost money on it. Who is to blame? The Chicago inspection department, and I do not fear to state it. But I will say this to its credit: they have worked a wonderful reform in the inspection of corn in the Chicago market in the last year, having adopted the moisture test, which is the only test. (Applause.)

During the past two years the question of national inspection has been discussed. Gentlemen, I warn you that if these errors of inspection are not corrected, we will have national inspection and it will come unless you do have this corrected. I will go a little further on this point in order to illustrate. The city of Duluth receives during the season quite a large quantity of velvet chaff wheat. Did you ever hear of them shipping any out? (Laughter.) What becomes of it? These faults and criticisms do not apply to Chicago alone. Every market in this country is guilty of these offenses except possibly one, and that one is Toledo. (Applause.)

It is extremely wise that a meeting was held this afternoon to consider these facts and these points, and to arrive at a remedy. I wish to say something further to the credit of the Chicago Board of Trade. I had occasion, as Mr. Fitch has said here tonight, to handle considerable wheat during the month of May. (Laughter.) I sold that wheat all over the United States, in Kansas City, St. Louis, to mills in Kentucky, Tennessee, Illinois, Indiana, Ohio, Michigan, Buffalo, Pennsylvania, Maryland, and some of it went abroad. In every case reports came back to me that the wheat gave great satisfaction. (Applause.) That was wheat that was delivered on contract; but the impression seems to prevail amongst some of you that the contract grade has been lowered in the city of Chicago until it is not desired by the miller. It did not prove so in my case.

My brother George just returned two weeks ago from a trip to Europe, where he visited Liverpool, London, Rotterdam, and Antwerp. Some of this wheat went to all four of those points, and they all said that they were agreeably surprised at the excellent quality of wheat that we had shipped. That is a credit mark. . . .

#### AMENITIES OF THE GRAIN TRADE.

The grain trade in some of its aspects seems to bring a prejudice in the minds of many. I never have been in a frame of mind where I wished to leave it. It is one of the most difficult trades in the world, because so much depends on just two things—caution and judgment. That may make you smile, the first word. There is no trade in the world where you can make so many mistakes as you can in the grain trade. (Laughter.) We are all free to criticize each other, and when we enter into conversation with each other and discuss the market, we go away sometimes thinking that the man we have just been talking with is an ignoramus and he don't know a d—n thing. I don't think that that is quite just, because I have found very frequently that I have been wrong myself and the other man was right.

We are accustomed very frequently to think our competitors are doing things that we would not do, that their judgment is wrong. I have frequently said that myself of certain competitors that if there was a hole over there in the corner of the room that they would go over there and step in it, but I have stepped in a good many holes myself. Competition is the life of trade. We have got to recognize that our competitors have certain rights in it as we have ourselves. We have got to treat our competitors with respect, and I am glad to see here tonight, almost for the first time, the different boards of trade, who at times are working the best they can against each other to take trade away from them—because St. Louis and Chicago are competitors, and if St. Louis thinks that Chicago has got a better freight rate than she has, she immediately files a complaint with the Interstate Commerce Commission, and vice versa. These matters must all be adjusted. We must recognize that St. Louis has her rights. Kansas City has her rights. Duluth has her rights. We must work together for the betterment of the grain trade.

#### FREE SEED WHEAT.

I am heartily in sympathy with the remarks of one of the speakers that the government should admit seed wheat free. We have got to conserve our land. It does not produce enough per acre. The wheat lands of America do not compare in their production with the wheat lands of the old world. Some claim that we have not reached the area of production. We have almost done it, and if it were not for new country coming into the agricultural

area, like Argentina, wheat would sell at a price that would astonish you all.

#### A NEW FACTOR IN WHEAT.

A new factor has now come into the wheat field in the last two years that will have something to say about the price, and that is eastern Siberia. The production of wheat in eastern Siberia is increasing at an enormous rate. Some of you men in the grain trade may not realize it, but the feeding demand of Europe during the past year seems to have got along some way without us. They did not require our corn. How did they do it? Eastern Siberia, during the past year, has shipped fifteen million bushels of beans to Continental Europe to supply the feeding requirements, taking away from us the demand for corn. The production of wheat, owing to the war which occurred there and the requirements of those armies, has increased enormously, and they are supplying the Orient today with a large portion of its wheat requirements.

I presume some of you have imagined that possibly I would mention the conditions prevailing today in regard to the price of wheat. I can not do it. I don't know. We have today in the wheat trade one of the most puzzling propositions I have ever seen. The production of wheat this year in America undoubtedly is considerably larger than was raised last year, but the farmer at the present time seems disposed to say what he shall get for it; and until the farmer changes his mind, gentlemen, we are not going to see very low prices for wheat. (Applause.)

Toastmaster Fitch: "A great public man has conferred a great favor upon us. Principally through our own efforts we performed a greater feat than did Dr. Cook or Mr. Peary. We 'caught the speaker's eye.' I have great honor in introducing the Hon. Joseph G. Cannon not only of Illinois, but of the United States."

Hon. Mr. Cannon's address was listened to with great interest. He was frequently interrupted by applause and cheers, while the Speaker himself seemed to be speaking with unusual frankness and freedom. "I am rarely embarrassed down in the central part of the state," he said, "because I know the boys down there pretty well, but frankly, he continued,—

I am somewhat embarrassed now looking into your faces, trained men, mostly young men, bright-eyed, hopeful, each striving to better your own condition, each man for himself and all moving together forward, I believe, for the general good of your customers who are the producers of the cereals on the one hand and the consumers on the other.

You prosper in your calling as you serve your customers. Now, you are somewhat under the effect of evil report here and there throughout the country—I believe in the main because we have with us everywhere a small minority that you might call the abnormal. The normal goes along, sows, cultivates and reaps. The abnormal and exceptional—I mean the producers—will speculate, and in ninety-nine cases out of a hundred when they do some of them speculate by employing some of you gentlemen. Others speculate by employing men, as I understand it, that merely make a wager as to what the price of wheat or corn is to be; and as he is abnormal, without much knowledge of the game, he comes to grief, and therefore he associates in his mind with his enterprise all you gentlemen along with the man who merely gambled with him. (Applause.) You will prosper as you serve your customers and you are skilled men.

Mr. Cannon agreed with Mr. Bigelow about the desirability of a merchant marine—it was written in the Republican platform, but Mr. Cannon wanted it by "apt and proper bounty" and even that is not enough to protect labor and shipyards and what not else; and then he eulogized protection for what it had done for the country and was applauded for his sentiments. But he had respect for the "small man." Therefore, he said, "the importer is a free trader, forgetting that if his will should be written into law, the capacity of their hundred millions of people to buy his wares would be reduced one-half."

Then he eulogized the agricultural colleges and their work, and conservation—"real conservation I am for. Conservation where somebody proposes to turn a double somersault and run the country into debt and office it with college graduates that could not make a hoe handle, I am opposed to." [Laughter, etc.]

Mr. Cannon is not pessimistic; and he defended the old school of legislators and politicians and their methods in and out of Congress. His thought as to that was expressed in a paragraph:

We are competent for self-government, and, Brother Patten, when you cross over there will be somebody else co-operating with others that will guess on the amount of wheat and corn just as easy as you guess it. (Applause.) We farmers don't mind how much guessing you do. The consumer of the wheat and the corn determines its price; and if the competition between St. Louis and Chicago, and

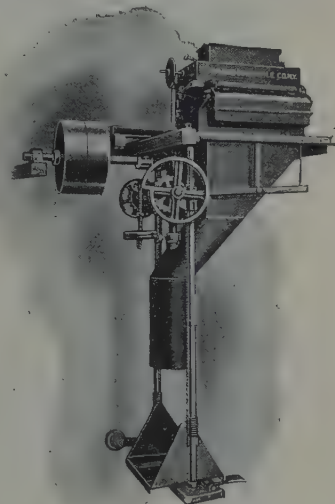
Galveston and New Orleans, and New York and Baltimore, with these great iron rails, stretching out for 230,000 miles back and forth, each competing for the particular locality, assures in the first instance to the manufacturer for his product and the farmer for his product a fair price, as I believe it does assure it, as I said at the commencement, then I say, God speed you, and so far as I am concerned, so long as you perform your functions as well as you have done and go along I will never throw a stone at your house, because you are useful. (Applause.) I have no fears for the future. I don't believe the country is going to the demdition bow-wows. . . . I try to touch the button and you will do the rest; and if I don't touch the right button you will send someone there that will. (Great applause.)

On the following day after the closing hour the guests were taken by 125 or more automobiles through the park and boulevard system of the city, finishing at the Bismarck Garden, where a beef steak dinner was served. At the conclusion of this entertainment the autos were again called into requisition to take the party to the American Music Hall, where the functions of the conference came to a close with a vaudeville entertainment.

#### A COMBINED FEED SCALE AND PACKER.

Any machine which can economically reduce the number of operations essential to the turning out of a finished product is always welcomed by the manufacturer, be he making automobiles, pins or, as in this case, feeding stuffs. Such a machine is the "Autopack," a combined automatic weigher and screw packer for feed.

The "Autopack," a cut of which we reproduce herewith, is adapted for use with alfalfa meal, bran,



COMBINED FEED SCALE AND PACKER.

stock food and feeds of every description. With one operator it can automatically weigh and pack five 100-pound bags of feed per minute.

The action of this machine is interesting. One round of operations is briefly as follows: A full bag is removed from the table, leaving the latter in its lowest position. The operator puts an empty bag around the tube and presses the foot lever down, which releases a band brake and allows the table to ascend under the influence of the counterweight. When the table has reached the limit of its movement, an automatic trip releases the weighing in the hopper of the scale. This is discharged onto an auger which constantly revolves, and the counterweight on the foot lever causes the necessary power to be exerted on the band brake. This arrests too rapid a movement in the descent of the table under the influence of the auger, and causes the packing of the material in the bag. When the packing has been completed, the operator releases the brake and the table descends under the weight of the now full bag until it allows of clearance between the top of the bag and the bottom of the packing tube. The "Autopack" is made by the Richardson Scale Co., 2 Park Row, New York.

The official estimate of the Japanese wheat crop for 1909 is something over 100,000,000 bushels, which is under the totals of 1908 and 1907.



## LOUISIANA CORN ARRIVES.

"The first carload of Louisiana corn, handled at a Louisiana country elevator, reached New Orleans on September 13, and the corn classed as No. 2 white, top grade," says the Picayune.

"The car was all gay with banners and streamers, and as it rolled along over the line in the make up of a Texas and Pacific fast freight, the country farmers cheered it and were happy, for they saw in the coming of the corn the possible opening of a golden era, richer than the state has ever known."

The corn, 1,000 bushels, was shipped by the Franklin Realty Company at Lake End, La., and was grown on the company's own land. It was unloaded at New Orleans on September 14 and transferred to ship for Europe, having been sold through R. J. Barr, broker.

Lake End is in Natchitoches Parish, about twenty miles from Natchitoches on the Red River, and on a branch of the Texas & Pacific Railroad. The company's elevator building is a frame structure sheeted in iron, and has every facility for successful op-

is to exercise more care in the selection of seed in the future. The average planter has simply been planting anything that looked like corn and wondering why his rich lands would not produce the yield per acre in comparison with the Western states.

"While the season is rather early, I found corn in some sections ready for shipment. Yet there is a large area where the corn is not sufficiently cured, and I do not think it will be for some two or three weeks. For this reason I have advised all those with whom I came in contact not to be too hasty to market their crop before it is ready. Unfortunately, some of the farmers are anxious to convert their corn into cash in order to take advantage of the high prices prevailing. For this reason we may expect to receive some few cars of green corn which, of course, will have to be conditioned in order to stand shipment. Summing up the crop as a whole, Louisiana should raise 40,000,000 bushels of corn of good quality."

## THE MONARCH ELEVATOR.

The reader who will refer to his copy of the "American Elevator and Grain Trade" for May, 1909, will recall the picture and description of the



MONARCH ELEVATOR TANKS, BUFFALO.

eration. The handling capacity is 5,000 bushels per day. It was built in fulfillment of promises made to the farmers of the section, to the effect that if they began the cultivation of corn they would be afforded the equipment to handle their grain so that they would be enabled to speedily reach the export market, or sell for consumption wherever they pleased. The house is equipped with a Marseilles Sheller, which handles corn with shucks as well as corn that has been husked in the field, and separates the clean grain from the cob, and discharges it by means of separate chutes into storage bins, or cars. Provision is also made to handle the corn into the elevator from either cars or wagons through separate conveyors. Samuel Weis, vice-president of the company, is manager.

Mr. W. L. Richeson, chief inspector at New Orleans, is given much of the credit for the apparent favor which corn is meeting as a cash crop in Louisiana. He has repeatedly visited the planters and urged corn culture and given them advice in that direction, and on being interviewed after the unloading of the Lake End shipment he said:

"I found the planters of corn in the sections I visited satisfied with their crops to the extent that they will increase their acreage next year. The Louisiana planter has now satisfied himself that the soil and climate are suited for corn raising, and

Monarch Elevator, then about to be erected by the Wheeler Elevator Company at Buffalo. The accompanying engraving shows the progress the company has made since May 1 in their work of construction.

The bins here shown have a capacity of from 45,000 to 50,000 bushels.

The elevator faces on the Buffalo River so that it can handle any size vessel. It is built of concrete, will have concrete dock and will be driven by Niagara Falls power.

It is hoped to complete the work about November 1, after which we hope to give the readers a full description of the premises.

Scottish distillers used about 2,640,000 bushels of corn for making Scotch whisky; but only a portion of the supplies were bought in the United States, the remainder coming from the Continent or the Argentine.

J. T. Watt, at Greenville, Ga., cultivating a plot of ground 112x43½ yds. by the methods advocated by the farmers' demonstration work of the United States Department of Agriculture, obtained a yield of 105.25 bushels of corn. The total cost of everything in connection with the yield was \$28.30 (fertilizer, \$8.55; labor, \$19.75), while the market value of the corn was 90¢ a bushel.

## SOUTH AFRICAN CORN.

South African corn has begun to attract attention in the international trade in that cereal, and already the Manchester Guardian speaks of a "crisis in the trade," for reasons given below. This year's harvest amounted to 240,000 tons; but being new the handling trade has never been organized as is the old corn trade in other parts of the world. It is largely in the hands of the small speculator who appears to have sold forward to a considerable extent, and, finding the harvest rather later than he expected, has been forced to ship a large quantity of immature and inferior grain. The government graders for Port Natal and the Cape Colony ports refused to pass a considerable proportion, but a good deal appears to have been let through, with the result that the bourses of Holland and Germany, as well as the corn exchanges of this country, have been loud in their complaints. The colonial agents general have done their best to reassure them by cabling stringent instructions on the subject, but European corn factors have had so bad an experience that they are now refusing to accept the government graders' certificates and are insisting on what is known as "rye terms"—that is, payment on delivery in sound condition. The price of South African corn, which stood above that of Plate corn, has fallen below it, and this bad beginning is a serious setback to a young and promising trade.

In order to correct this condition of things, Hon. W. A. Deane, Minister of Agriculture for Natal, on July 30 met a number of representatives of ship-owners and merchants, with regard to the exportation of maize, and with the view of facilitating the trade in grain. The effect of the conference was that it was agreed: (1) That a clearing house, controlled by government, be at once established; (2) that shippers be required to fulfill their engagements with the shipping companies or otherwise pay dead freight; (3) that the shipping companies agree to provide adequate shipping tonnage on reasonable notice; and (4) that rules to govern the working of the clearing house be drawn up and signed by the parties concerned.

By September the situation had cleared up and a London standard on September 16 said that "the corn (maize) export and freight arrangements at Durban are on a satisfactory footing. A clearing house has been established as a government department under the control of the port captain. The shippers will furnish the latter with a statement daily of the grain arriving to their order whence it has been received and its destination and the port department will arrange for its accommodation pending the arrival of the first steamer bound for the port to which the grain is consigned.

"It is reported that special officials are to be appointed at inland stations in connection with next year's export, so that the grain sent down to the port for shipment will be graded before despatch, but this inland inspection will still be subject to the final classification and passing of the grain by the Natal government grader at Durban.

"It is also satisfactory to learn from all receiving sources that South African grain is now arriving in excellent condition, and notwithstanding the belated but exaggerated reports there is little doubt that the action taken more than a month ago by the government, acting in sympathy with the agencies here, has placed every one of the officials at the South African ports on the qui vive, and government's certificates are and will continue to be confidently relied upon."

The season's export from Natal is expected to total 75,000 tons. Great care is now being taken in grading and bagging, the Minister of Agriculture and the Colonial Secretary having personally interesting themselves in the matter.

H. A. Miller of Port Elizabeth, South Africa, who was recently on 'change looking into the methods of doing business on the Chicago Board of Trade, Chicago, is enthusiastic over the future of South Africa agriculturally and otherwise. Mr. Miller is a Londoner who has been in South Africa during the last twenty-three years, says the Record-



Herald. After examining the corn on sale on the sample tables here he said that he had seen nothing that could compare with the "Hickory King" variety grown in Cape Colony. "Horse-Tooth mealies," a flat white corn, is the favorite and has been the most largely exported this year, while round yellow corn grown in the Orange River country is popular both for home consumption and export. He estimates that more land will be put into corn for the next crop than at any time in the last twenty years.

### THE TEXAS PANHANDLE.

Amarillo is well up in the panhandle of Texas, a part of that "Staked Plain" whose name but a short generation ago was to the Eastern and Northern man a synonym for the desert, the agriculturally impossible. True, the "plain" has come into its own, in the way of settlers and development, slowly compared with some other portions of our country not so well calculated to become the seat of a prosperous people, and is still but sparsely populated; but the panhandle is filling up so fast that Amarillo, only a few years old, is already a busy trading center with a large and ambitious population. Grain of all kinds and fruit are being marketed there, and great quantities of supplies move

### [For the "American Elevator and Grain Trade."] GRAIN TRADE NEWS FROM OHIO.

BY H. L. SPOHN.

The movement in wheat has died down to a fraction of what it was a few weeks ago. Farmers are not disposed to sell, but are holding for higher prices. In the meantime they are storing large quantities away in the smaller and scattered elevators, awaiting future developments. Most of the mills stored away sufficient wheat in August to keep them going for some months, in anticipation of a falling off of receipts, and recent developments show that they made no mistake. As a result they are still able to operate at capacity, and find a ready domestic market for all the flour they are able to turn out although there is some question as to how long that condition will last unless prices assume an export basis before long. Some of the mills are forced to the larger grain centers for wheat supplies and a fair volume of shipments from Toledo has resulted. The accumulation at Toledo at the present time is slightly above 900,000 bushels.

Conditions have been splendid for fall wheat sowing with the result that the acreage will be far larger than this year, and somewhat above an average.

Some Northern wheat has come in by water; and it is estimated by millers here that the amount of this wheat used in this section will be much larger this year than ever before. This is said to be due to the high quality of Northern wheat and the scarcity of No. 2 Red.

field planted on June 3. It was just 100 days from the planting to the picking. The experiment is expected to prove of immense value to farmers in this section, who will give some attention to this variety hereafter.

H. W. De Vore, of the grain firm of H. W. De Vore & Sons, who recently enjoyed an extended outing at Michigan pleasure resorts, has returned to his duties on the floor of the Toledo Produce Exchange.

The dead body of William Hodge, an employe at an Ironville elevator, was recently found in two feet of water. He had taken his dinner pail and started for work and it is supposed that he fell in a fit to which he was subject.

Mrs. Caroline Vocke, aged 76 years, died at her home in Toledo recently of dropsy, after a long illness. She was the widow of the late H. H. Vocke, a pioneer grain man of Napoleon, Ohio. She came to Toledo about eleven years ago.

Kenton D. Kielholz, of the grain firm of E. L. Southworth & Co., and Chief Grain Inspector E. H. Culver attended the fair at Hicksville, Defiance county, recently. They report that the corn crop will be heavy and a good quality in that county.

Ten different varieties of wheat have been planted at the new experimental station at Findlay, O., including Turkish Red, Mediterranean, Gypsy, Niger, Fulcaster, Fultz, Golden Chief, Dawson's and Poole. The planting was done under the direction of Prof. R. E. C. Wallace of the Wooster Experiment station.

John Smith of the S. W. Flower Co., George Kreglow, of the Toledo Field Seed Company, and Abner Giteau, of the firm of W. H. Morehouse & Co., all of Toledo, recently attended the convention of bean growers at Detroit.

John B. Merrill, member of the Toledo Produce Exchange, has recovered from injuries sustained some time ago at the hands of a ruffian, who struck him in the face, cutting several deep gashes. Merrill inquired why the man was beating a small newsboy with a buggy whip, when he in turn was assaulted.

Toledo guests of the Chicago Board of Trade who attended the recent meeting at that place were Frank I. King, F. O. Paddock, Ed L. Camp, David Anderson, J. H. Bowman, Charles L. Burge, C. S. Coup, E. H. Culver, H. L. Goemann, W. H. Haskell, F. W. Jaeger, R. P. Liye, L. A. Mennell, W. H. Morehouse, F. W. Rundell, E. L. Southworth, J. Wickenheiser, J. W. Young, W. W. Cummings and J. E. Rundell.

### NORTH DAKOTA WHEAT.

The Wisconsin Grain Commission has adopted another grade of spring wheat which went into effect on Sept. 15. The new grade is known as North Dakota No. 1 hard wheat and the rule covering it is as follows:

"North Dakota No. 1 hard wheat shall be sound, sweet, clean spring wheat, comprised of not less than 75 per cent of the hard Scottish varieties and it shall not test less than 59 pounds to the bushel."

This is the only change in the Wisconsin grain gradings made this year. In other respects the rules are similar to those adopted by the Minnesota inspection department.

### SMOTHERED IN GRAIN.

Ahart Johannes, 12 years old, son of Fred Johannes, grain dealer at Ransom, Kan., was smothered in a grain sink in his father's elevator recently. The boy had been sent down into the sink to secure an endgate which had been dumped in from a wagon that had been unloaded, and his failure to come out was not observed, though it was known that he had gone in to get the endgate.

About half an hour later the engine was started with the intention of loading out a car of wheat, but they had scarcely started when the belts were thrown off by coming in contact with something in the pit, and an investigation revealed the body of the lad sucked up against the carrier belts, only the feet being above the grain.

### BREAKS THE RECORD.

According to reports made to the secretary of the Duluth board of trade on September 27 more grain was received at the head of the lakes for the 48 hours ending at noon Sunday, September 26, than was ever delivered at any grain terminal market in the world in the same length of time. It consisted of 2,248 cars, and, roughly estimated, 2,225,000 bushels. It was the greatest number of cars ever delivered to the head of the lakes at any time in history, by about 300, and is supposed to be the world's record for all grain terminal points. The record for the corresponding two days a year ago was 1,361 cars. For one day the record was 1,262 cars, beating the previous high of September 23 of 1,174 cars.



PREMISES OF THE EARLY GRAIN AND ELEVATOR CO., AMARILLO, TEXAS.

from the town out to the ranches that everywhere are erecting lines marking the limits of private ownership where yesterday was the unobstructed range of the cow man and his herds.

In Amarillo, then, one is not surprised, knowing the facts, to see so extensive and complete a plant as that of the Early Grain & Elevator Co., shown in the picture, of which Allen Early is manager. The elevator has storage room for 25,000 bushels of grain, to which the warehouse annex adds 75,000, giving a total of 100,000. And this out there in the northwest corner of the Llano Estacado! And there is also an Invincible Grain Cleaner and a Nordyke & Marmon Chop Mill, which, with the elevators, get their power from a 25-h.p. gasoline engine. There are also several Richardson Automatic Scales on the place, and finally there is a hay-house with room for about 100 cars of hay.

The business is owned and managed by Allen Early, a son of Eugene Early, one of the leading grain dealers of northern Texas, whose home and business, Seley-Early Grain Co., are at Waco. The son, like the father, is a member of the Texas Grain Dealers' Association, sufficient evidence that the pater's training has been of the right sort and taken deep root.

The field tank system for storing grain from the thrasher, introduced a year or two ago, seems to be coming into favor in eastern Washington. The tanks are built on the grain field, with capacity of 2,500 to 3,000 bushels each. The grain is cut by a header and sent from the thrasher directly to the tanks. The grain is subsequently shipped in bulk.

Oats receipts have also fallen off materially, although it is reported that there are plenty of oats still in first hands. The quality has been first rate and there is a live demand which has held local stocks down to something more than 400,000 bushels. The fact is, that farmers are particularly well fixed financially, and the high prices of the past year have led them to expect higher values this year. It is thought that their attitude in refusing to sell may go a long ways toward bringing about that result.

There is but little old corn left and as new corn has not yet showed up at Toledo there is little doing in that line. Reports are most promising for an enormous yield of splendid quality, and the unusually large acreage will bring an enormous yield throughout this section.

Clover receipts are very low, being almost trivial as compared with last year's crop. There is still considerable old seed to be had, but the new crop is very light.

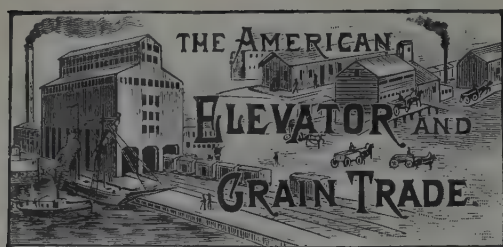
### OHIO NEWS ITEMS.

Fred Adams & Co. were the successful bidders for the contract to furnish oats for the use of the city of Toledo. After the reception of bids as provided by the Ohio law, the Safety Board has entered into a contract for the purchase of 16,000 bushels at 43 2/10c, for the use of the city.

The big Tri-State Fair at Toledo was a pronounced success from every viewpoint, and it is announced that the Lucas County Agricultural Society will expend upwards of a quarter of a million dollars before another year in improving the grounds. The grain and agricultural exhibits attracted much attention, especially the displays from Virginia and Canada, which occupied a large space and consisted of full lines of products from the farms of those sections.

Firm, well developed, ripe ears of corn of the Northern Blue variety, grown by Charles Law, of Lick township, near Toledo, were picked from a





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### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, OCTOBER 15, 1909.

Official Paper of the Illinois Grain Dealers' Association.

### MARGINS ON CASH TRADES.

The proposition to require the deposit of margins on all cash transactions in grain is so new that it has hardly seeped out of the markets into the country as yet, but it is the coming problem in the cash grain trade. The country shippers and the Eastern and Southeastern buyers therefore have, in the vernacular, a "think coming."

It cannot be denied that many handlers of grain do not hold their engagements to sell or to buy grain in that reverence which stands for the highest order of business honor and which is expected of and freely conformed to by dealers on the trading floors of the exchanges, although their contracts are practically enforced by the rules and by the posting of margins as called. But the man "bechune," he who forwards, is not so protected. He makes his contracts of purchase and sale, but if the seller in the country arbitrarily cancels his agreement to forward grain, he is at the mercy of the buyer, East or Southeast, to whom he has sold it, unless, indeed, that party also chooses to repudiate his contract of purchase, both of which defaults have become of late common matters—so much of matters of course to some—that the track buyer, whether for the domestic or export trade, is very little better off as to the verities of his business, when dealing with many men, than if he were doing business with a slot-machine. Is it any wonder that he now thinks he too is entitled to protection?

But it is a difficult problem—the working out of the machinery of such margining without at the same time complicating the mechanism of trade in such a manner as to impede the liquid flow of trading, which, in most cases now-days, with telegraph and telephone at work to quicken

the completion of trades between men long distances apart, is exceedingly rapid and therefore more readily disturbed.

No doubt, as Mr. Pettit said, if the exchanges do conclude to demand margins on both sides in cash grain transactions, they will be able to devise ways and means to accomplish their purpose, but it is clear from what little has already been said of it by the country trade, that margining all trades ought to be made the rule only after careful deliberation.

### THE NATIONAL CONVENTION.

The reader will, of course, recognize the apparent lack of variety in the contents of this issue of the AMERICAN ELEVATOR AND GRAIN TRADE, which, owing to the great importance of those functions, is so largely given over to the proceedings of the National Association and of the conference of the grain exchanges. Both events have the highest significance for the grain trade, whether considered from the standpoint of the country shipper or the terminal buyer, or commission men or brokers, and they are their own apology for monopolizing space. It has been a history-making thirty days, since the September number of this paper appeared; and those who read these reports, long as they seem to be, and indeed are, will see that the trade seems to have in some respects entered upon a new era since September 15.

The results of the conference of grain exchanges are yet to materialize, but such a meeting is bound to have important results, the character of which will be seen later on, when a federation of exchanges is born.

The National Association, for its part, has made some history and escaped making still more—thanks to a few steady heads.

The uniform grades proposition has been mightily advanced; the market representatives have agreed on the corn and oats grades, and that is a giant's stride onward, which needs only supplementing by practical uniformity in the grading, which it is up to the inspectors to give the public, and then that goal is reached.

As to wheat, the disposition of other markets than Chicago to yield nothing, even in the face of a complete remaking of all the grades by the Illinois Railroad and Warehouse Commission at the urgency of Chicago, in the interest of uniformity, is not encouraging to uniformity and harmony in that direction. Chicago and the Illinois Commission seem to have put the commercial conditions of the West as they find them into concrete form in their wheat grades; while the rest of the trade seem to be still demanding the ideal conditions that so strongly appeal to the miller, notwithstanding the apparent fact that the growing, and, more, the marketing, of pure strains of wheat are more and more becoming conditions of the past, now that a score of experiment stations are annually sending out the seed of new strains, while the annual cropping of the land necessarily of itself is changing the character of the wheat from year to year, even old, reliable strains.

But this aside, the convention at Indianapolis was a rarely successful one—not, perhaps, from a mere viewpoint of numbers, but for the dignity and high level of its proceedings and the

suggestive character of the speeches and papers. The Association is fast getting away from the sophomoric age and entering upon its manhood, when the local problems of the country station are relegated to the local associations and when the greater questions that affect the trade as a whole—the National problems—are absorbing the attention and occupying the energies of the executive management. The Association has become National in fact as in name—notably so in the past two years; and is now ready to stand and does stand shoulder to shoulder with the great national organizations of American financial interests and American industries.

### PURE STRAINS OF WHEAT.

The millers' insistence at Indianapolis on grade specifications for wheat that amount almost to practical purity of the strains, suggests the thought that such contention is beginning to appear more or less captious, in view of the fact that the commercial grades of wheat are every year becoming more or less mixed by nature as well as the art of the handler. Hard wheats change their character; we see it in Kansas as we have seen the wheats of California change character under continuous cropping of the land. The spring wheats also are modified year by year; and the durums and the velvet chaffs are already changing their character, both in the field and certainly in transit to the consumer.

The American miller, it would seem, has got to begin studying his wheats more than he has been compelled to do in the past to adapt himself to these changes. The old standards and criterions are passing away or are being changed by nature and circumstance. He can no longer expect to get the pure wheats for "single-wheat milling" as he did in the past.

### DEMONSTRATION FARMS.

The two demonstration farms originally established in Wisconsin have been so beneficial to the immediate environments that it has been decided to establish thirteen more similar farms in connection with county asylums and state institutions of that state. These farms are to be used during the growing season by the Wisconsin College of Agriculture to show farmers in the surrounding districts the best methods of growing their crops. The college instructors will attempt to demonstrate at these several stations what crops are best suited to local conditions; how to grow pure seeds for distribution in the locality; what new plants can be grown with profit; how to eradicate smut and get rid of weeds; and how to rotate crops. In addition to this, meetings of farmers will be held from time to time during the summer, and the various phases of this most admirable work explained.

This is the same kind of work that is being done in certain locations in Illinois; but it is not exactly clear why there is in this state objection (as there seems to be) to the Wisconsin plan of selecting public (county) farms for this demonstration work. It would seem that the range of the influence sought to be excited by the demonstrations could be widened more rapidly by



utilizing public farms that can be secured at any moment for the purpose and in which the people of the counties feel a sort of personal ownership, together with a greater sense of liberty of use and freedom of working that does not obtain in the case of a private farm, even though temporarily in the public possession.

### BANQUO'S GHOST AGAIN.

That old ghost of the "3 or better" contract—the failure of the buyer to give the shipper a premium for No. 2 although he takes his stipulated discount for "4 or worse"—came up for a brief moment at Indianapolis, when one gentleman referred to the *right* of shippers to be paid that premium. But is there such a right under the existing form of "track" contract?

That there should be, there may be little question, but when a man enters into a contract to ship "3 or better" at an agreed price, whence comes his "right" to a premium for the "better" which he has agreed to see at a No. 3 price? There is no such right under the circumstances.

And there will not be such a right until track sellers get together and require it to be expressed in the contract—made a part of it—a premium for the "better" and a discount for the "off"; until that is done, the buyer is entitled to all he can get of "better" and will not be expected to take less.

### THE SCOOPER AND THE CARRIER.

President Reynolds's address contains few paragraphs that appeal more forcibly to many country grain dealers than the protest against the "aid and comfort" so freely and apparently so needlessly and gratuitously extended by some carriers to the scoop-shoveller. As the tradesman hates the irresponsible peddler, or the itinerant auctioneer and assignee (?) of bankrupt stocks of goods, who demoralize trade but contribute nothing to the tax incomes of the towns they invade, so do the dealers hate the scooper whose flight is like that of an evil bird of prey. He ought to be suppressed as an unwholesome parasite.

But to do this there must be an appeal to other remedies than a request to the railways to discriminate against the scoopers in favor of the elevators in the same towns; because under the laws of probably all the states such discrimination would be illegal and subject the carrier to fine and payment of damages also, perhaps. The law does not recognize the distinctions that business men might be disposed to draw, although the elevator man may well complain when the carrier furnishes also office room free to the itinerant shipper—the law does not recognize any such duty.

Mr. Reynolds's suggestion of a 12-hour free-time limit, with a \$5 demurrage penalty, would be much more to the purpose. Any well-managed elevator could probably meet the necessities of the case and avoid a loading-time demurrage which must be the same for all, but it would be difficult for a scooper to do so. At any rate, only some device of this sort will be able to meet the case; the carrier cannot legally refuse a car or cars to any shipper who tenders the freight and the cash in pay-

ment for the service demanded; it is bound to furnish the service to any one who stands ready to pay for it.

### ILLINOIS DEALERS AND THE FARMERS.

President Montelius announced at Indianapolis that the Illinois Association had decided to recognize as "regular dealers" all farmers' grain companies owning and operating elevators and conducting their business like gentlemen, by obliterating the "penalty clause" from their by-laws. This is in line with the practice of most dealers' associations and, it is believed, will do much to restore the country dealers as a class to the confidence of the farmers who may or may not be stockholders in farmers' companies.

Farmers have the same right to organize joint stock companies under the Illinois laws that other citizens have, whether they engage in buying grain, writing insurance, dealing in merchandise, or whatnot other business; and that fact regular grain dealers would have done well to recognize long ago. That the penalty clause is lawful or morally right, not even the farmers' companies embodying it in their constitutions believe; at least, they have never permitted the question to come to a hearing in our state courts, and they should be classed as piratical and illegitimate dealers.

The Illinois policy will have a good effect; for it will clip the wings by anticipating the lies of the agitators who organize the piratical companies, and it will bring the farmers into closer touch as business men and neighbors with the grain dealers and restore that harmony which had hitherto existed between the more intelligent and well-mannered men of both classes.

### A FEDERATION OF EXCHANGES.

Naturally friendly to the interests of the country grain dealer, from whom a large measure of this paper's support comes, the AMERICAN ELEVATOR AND GRAIN TRADE is not borrowing any trouble on his account, as some are disposed to do, about what will happen to him in the event of the formation of a Federation of Grain Exchanges. It has always been the habit of this paper to look upon the active, cash grain operators on the grain exchanges as about as acute a body of business men as one will find, not excepting those who inhabit Wall Street and its purlieus; and there is no evidence at hand that any of them is quite stupid enough to strike at the source of his business existence; that is to say, to disturb the cordial relations that exist between the exchanges and the country shipper and consumer. Until some overt act is in evidence, it is fair to presume that the relations between the exchanges and their patrons will continue uninterruptedly congenial and profitable.

But it needs only a superficial examination of the grain exchanges' affairs to see that they have other problems of their own, aside from their relations to the shipping and consuming public, that justify the existence of a federation of the influences of the exchanges. Doubtless, for example, the grain trade would go on, after a fashion, were the grain exchanges abolished by law, as they were in Germany; and

there are those, themselves engaged in the grain trade and members of grain exchanges, doing little or no business in "futures" on their own floors, who would be glad to see such business prohibited by law at Chicago and elsewhere; and there are the radicals in Congress, in whose attacks on the exchanges the average country dealer takes only a perfunctory interest, especially if they happen to be of his own "party"; and there are some practices on 'change, and by members, too, that are certainly not to their credit as public institutions or safe factors in trade, that need correction and elimination by common consent,—these, and other things that will occur to the thoughtful reader, all warrant the mobilization of the exchanges as a force *per se* and entirely dissociated from the other branches of the grain trade, and justify any effort made to realize a militant Federation.

### THE MILLING-IN-TRANSIT RULING.

The new milling-in-transit, or cleaning-in-transit, ruling of the Commerce Commission, forbidding the substitution of tonnage, is mightily objected to, in both the East and the West. In New England the ruling is declared to be the death knell of industries representing millions of capital, while in the West there are those—railway men?—who think the "only way the Commission's ruling can be observed to the strict letter would be to abolish the privilege," which the railroad men say is "impossible." The ruling requires that the tonnage forwarded on the privilege after stoppage shall be the same in kind—flour for wheat, corn for corn, oats for oats, etc., and go forward at the initial rate. There doesn't seem to a layman to be any very serious difficulty in conforming to that kind of a regulation. And one must plead the Missouri deficiency of imagination to see the connection when told that it is necessary to abolish wholly a privilege whose abuse is the only fault found with it; for the Commission has declared that "it is only in the manipulation of the privilege that the abuses arise of which complaint is made—abuses due entirely to the dishonesty of some shippers," and these are not always the "small shippers," by any means. Indeed, one is inclined to think that perhaps most small shippers would not suffer a whit by the abolition of the privilege, beneficial as it may be to many grain men and millers.

### NO DOCKAGE FOR DIRT.

The Minneapolis Board of Grain Appeals has rescinded the proposed rule to dock barley and oats for dirt, etc., as wheat is now docked by inspectors in that state. The rules go on as in the past and take the dirt, etc., into account in passing on the grade of the stuff. There is a distinction here, of course, but is there any real difference in the end?

The proposed dockage rule was in the interest of good farming and better grain, and is one really much needed in the Northwest where the grain fields are getting very foul with weeds by a method of farming and selling grain that is and has been encouraged by this specious circumlocution in the inspection rules, that really benefits no one but the sophisticators of grain at the terminal elevators.



## EDITORIAL MENTION

Have you received a Beatty-gram yet? Made some money on it, too?

Indiana dealers claim first date in 1910—January 11 and 12 at Indianapolis.

Concrete is cheap now-days; why not keep out both the water and the rats by concreting the basement of your elevator?

A good way to lessen the attacks of corn smut is to gather the smutty ears at harvest and burn them. Ask your patrons to do it this fall.

The Ohio dealers will meet at the Chittenden, Columbus, on October 26. Don't fail to be there—good program sure; session begins at 10 a. m.

The proposition to close the grain exchanges at 1 o'clock p. m. instead of 1:15 is very popular, in the East, at least, although the suggestion came originally from Duluth. As Chicago is the leader in this matter, her action will prevail everywhere, without doubt.

Gently chided with mixing the inferior velvet chaff with hard northern spring wheat, Duluth does not deny the impeachment, but says it is only a little sin—10 cars of velvet chaff in 456 of spring wheat in one day. Well, that's one way out of it, to be sure; but what's the use of encouraging velvet chaff by forcing it upon better company?

Now comes A. C. Olds, an insurance man, who declares the prestige of Chicago as a grain distributor is gone, because, as he says, twenty-six wooden grain elevators have been burned in the city in twelve years and only two houses have been built. But the receipts of all kinds of grain were greater, both individually and collectively, in 1908 than in 1896; so what's the worry about elevators? Mr. Olds's argument is not quite convincing.

The Railroad and Warehouse Commission has exonerated Chief Inspector H. C. Nunn of charges against him on account of certain alteration of records for the purpose of correction—to strike a balance, so to speak. It was never contended that Mr. Nunn had an unlawful motive in his act or that he himself benefited by it; but in spite of all this, the Commission ought to invent other ways of keeping the office records straight.

It is now explained that the failure of T. H. Bunch & Co., at Little Rock, Ark., one of the leading grain firms for some years of the South, was due to the fact that the Commerce Commission had directed the carriers to cease furnishing the firm free grain elevator facilities for its business and to stop granting them other special privileges, which order came on the heels of a heavy fine by the courts for accepting rebates from the Iron Mountain R. R. Co. This is rather hard on Bunch & Co.; but perhaps others not in this "bunch" will find it easier to do business now that Bunch & Co. must

stand on the same platform of privilege—or lack of it—that the others do.

Montreal is again "cock sure" she is "it" in the export grain business. And no doubt that is true and will continue to be true until the New York trunk lines again consent to haul grain to New York, Boston and Philadelphia at a competing rate or the Erie Barge Canal begins business.

The convention discussions on telegraph messages and how to make contracts explicit by telegraph, were worth more than the "price of admission." Those who were not there to hear may be enlightened by reading the debate in this issue. Carelessness and a picayunist spirit of saving lead many men into costly errors; and yet accuracy and certainty in contracts by telegraph are easily obtained by means suggested by the debaters. A Beatty-gram is one way. But read the debates (two of them).

The theory that pellagra is caused by eating unsound corn has been practically exploded. It may be aggravated by such diet; but some typical cases have been reported in which it is certain corn in any form had no part, demonstrating that other causes must be found for this terrible disease. It seems, from late information, that pellagra is allied to the leprosy group of diseases and to be caused by unsanitary conditions of food, water and housing, rather than to a mere incidental feature of diet—the consumption of corn products.

The Minneapolis Chamber of Commerce contributors to the experiment farm at St. Anthony Park are getting tired. They are beginning to doubt the value of some of the wheat experiments, when brought face to face, from year to year, with the growing volume of inferior velvet chaff and unpopular durums that are slowly but no less surely sophisticating at least the old standard Northern Spring Wheat. The milling trade members of the Chamber have "no use" for either variety, and while the station repudiates any responsibility for either, it is not so certain to the millers that some of the new strains sent out by the station are any better, from the miller's point of view, however heavy their yields may be, as in the case of velvet chaff itself.

Prof. Whitney, of the Bureau of Soils, has issued a bulletin in which he maintains the proposition that our soils are not wearing out; that the soils of the older states are producing larger crops per acre than formerly and, "what is more startling, they are producing heavier yields than the newer soils of the Mississippi River States." Quite likely. Indeed, Rhode Island, never famed for the fertility of its soil, even in Colonial days, is said to have beaten the corn-belt states with the highest average yield per acre of 42.8 bushels, with Connecticut second with an average of 41.5 bushels, and all the New England states standing above Illinois and Iowa. If this means anything it means that New England is simply transferring the plant food of the Western prairie to her sterile hills by getting her corn and mill feeds in the West, but it does not mean that without a resort to artificial fer-

tilization the soils of New England or of any other state can be made more productive by continued cropping, even with a perfect system rotation.

The Pennsylvania Railroad Commission has ruled that the shipper, to protect himself against the effects of a misquotation of rates, must have the quotation by the agent "confirmed" by higher authority. The circumstances of the ruling are reported in another place in this paper. It is not entirely clear or convincing, but it is the best information now at hand. At least it is something better than the Commerce Commission's ruling that in all cases of error there is "nothing doing" by way of a correction of the error, and the Pennsylvania view may eventually resolve itself into something tangible and perhaps effective for relief.

The failure of the steel tank at the Ingleheart Mill at Evansville to protect its contents of grain from damage by fire when the mill adjoining burned, has introduced a new factor in grain elevator insurance and elevator construction. It was supposed, when the mill burned, that the grain in the tank, thirty-five feet distant, had escaped injury; but in point of fact the intense heat had been transferred by the hot steel walls to the contents of the tank, and 47,000 bushels of grain were practically totally destroyed. From which comes the inference that to render the steel tank immune it also must be protected from the heat of adjacent fires by fireproof jackets or a water-screen, or be placed in a more isolated situation as respects the non-fireproof structures of the premises.

The purpose of the United States Government to sustain the uniform bill of lading, says the Pittsburg Hay and Grain reporter, is shown in an advisory opinion given by the Comptroller of the Treasury, ruling adversely on a memorandum of agreement submitted by the United States Express Company to the Pittsburg branch of the United States Geological Survey. The comptroller says the agreement would change the obligation of the United States from that to be assumed under the standard form of the bill of lading now used. Such a change, he added, would not be advisable, as it would tend to defeat the use of a standard form by allowing the express companies to dictate the terms on which they would receive goods from the United States for shipment and would thereby destroy any uniformity as to the conditions of such shipments.

The Illinois Railroad and Warehouse Commission's grading rules for grain, referred to at Indianapolis, have not yet been promulgated. Indeed, it is believed the Commission will make one more effort to meet the objections raised against their new rules at the National Convention, and again try to meet the purists—half way this time, perhaps, as against nearly all the way before. At any rate, one more meeting will be held by the Commission before publishing their rules, after which twenty days must expire before the rules become effective under the law. So that it will be a month, at least, before that event. Meantime, the reader who has a National Association's Uniform Grade Rules in his of-



fice will be able to construct the new Illinois rules sufficiently well for immediate purposes by comparing that pamphlet with the changes noted by Mr. W. N. Eckhardt in his report on uniform grades to the Indianapolis convention.

The organizer of one of these queer "hold your wheat" societies declares that while the Kansas Supreme Court has fined the organizers of a live stock pool—

there is nothing in the case that is applicable to the wheat growers' pool. We have a decision of the United States Supreme Court that expressly declares that we have a right to pool our products. If we were buying wheat and then holding it for sale in a pool, we could be violating the law but, according to the highest court in the land, we have the right as producers to hold our grain for whatever price we think right. This proposition was thrashed out at the last meeting of the Nebraska Co-operative Independent and Farmers' Elevator Association in Lincoln. The decision was read at that meeting and it was the opinion of all that according to the holding a pool by farmers of their own products is not in violation of the law.

The opinion of such a body must of course settle it. However, until the alleged pool come more clearly into evidence as a practical and not a pipe-dream scheme, no one will worry very much about whether it is legal or illegal.

The belief that the Minnesota inspection authorities made a blunder in rescinding their dockage rule for coarse grain and barley, is supported by a statement of a given case by a Red River Valley authority, who says that a certain "farmer at a station north of Casselton found his grain docked so much that he decided to clean a portion of it himself before shipping, and out of a lot of 1,100 bushels cleaned away 160 bushels of foul seed and then was docked six pounds in the terminal market. The weed cleaners can't get all the foul stuff this year. Kinghead, wild buckwheat, cockle, pigeon grass, etc., make up the long list of noxious weeds. The problem before the Red River valley farmer, as well as all other farming on the older lands, is to clean the land." It is; and the inspection ought to bring that fact forcibly home to every grain grower by imposing every form of penalty that will discourage the growth and shipment of foul seeds, which has rather been encouraged by the hospital system in vogue at the head of the lakes for many years.

In order to anticipate an expected break in grain prices, Chairman Karyakin, of the Russian Duma Agricultural Committee, called upon Premier Stolypin in September to urge the government to sustain the price of grain, which threatened to break heavily in consequence of the abundant harvest, by making immediate purchases. He pointed out that large quantities of grain would be needed in the spring for the commissariat and for provisioning the northern regions where the harvest would be bad, and suggested that the government take over \$50,000,000 worth. This plan had been previously approved at a conference of the members of the Bourse, the government grain specialists and members of parliament. But Premier Stolypin, unlike the finance ministers of the state of Sao Paulo and of Brazil, or the leading spirits of the Equity Society in Kentucky, who proposed

that plan for maintaining prices of coffee and tobacco, opposed the scheme as impracticable and because it is no business of the state to handle grain in that way. However, like many other weaklings, he compromised, and threw the responsibility on the Cabinet by referring the proposition to them, where it seems to have died.

It is no part of an outsider's duty to do so, but one can hardly refrain, contemplating the dilemma of the Cincinnati grain merchants in their relations to the directors of the Chamber of Commerce, from offering the advice to "cut loose" and go it alone. The disposition of outsiders to the trade in bodies like this Chamber, composed in large majority of men not at all interested in the grain business but equally so with the grain men in the matter of Chamber expenses, to "boss" and to cut out "useless charges," as they see them, has been the bane of the grain trade wherever its members in any exchange are so dominated as at Cincinnati. It has been so at Buffalo. At Columbus, O., the trade had the same kind of a row a few years ago that the Cincinnati men now have on their hands. More recently at St. Louis the same class of objectors found fault with the weighing bureau expenses there, happily without effect. It is so wherever conditions are the same, and naturally so. Outsiders don't understand or appreciate the details of the grain business, of which they have only imperfect information, and very naturally they find opportunities to meddle. The Cincinnati men would do well if it is practicable to do so, to take charge of their own affairs, even to the extent of withdrawing as grain men in a body from the jurisdiction of the Chamber and its directors.

The claim problem still continues to hold a front place in trade attention, the more so since the railroads have agreed to deduct one-eighth of 1 per cent for "natural shrinkage" in transit of small grain and one-quarter of 1 per cent of corn. These shrinkages are entirely arbitrary and their deduction is not justified by law, which in probably the majority of the states requires the carrier to deliver at destination the same quantity of grain it accepts at the starting point. But so long as shippers "go it alone" in the matter of collecting claims, the carriers will be able to make the deduction, because it will not pay the shipper to try to enforce his legal rights in the courts. But one is inclined to think that shippers have not been kind to themselves in this matter, in that they have in a measure alienated the claim agents by insistence on consideration of petty claims—a dollar's worth of grain per car, and such like, a majority of such claims being wholly unsupported by adequate documentary proofs and often not presented in entire good faith—hardly expected to be paid but put in "for luck." There is sometimes a slight shrinkage in handling grain between elevator and elevator, dependent, for instance, on the force of the wind at loading or unloading, which in effect "blow" the grain on its way from bin to car or from car to sink; so that insistence on petty claims, ignoring natural differences in weights at different points, has thrown the carriers on the defensive and forced them to arbitrary measures which, though illegal, are never-

theless effective as regards the individual claimant. The wise claimant is fair, is careful in making his proofs, and is reasonable. A business that can't stand a loss in transit of a dollar or two per car of grain nowadays is run on too narrow a margin to be profitable or safe.

## FACTS AND FIGURES

The first grain elevator in Russian Asia soon will be built at Tchabalinsk, along the Siberian railroad.

H. A. Foss, chief weighmaster of the Chicago Board of Trade, has been spending his vacation hunting in New Mexico.

The Chicago Grain Elevator Employees' Union has been incorporated for mutual benefit by W. E. Fuller, William Niver, Richard Raleigh as incorporators.

One of the largest cargoes of corn ever cleared from South Chicago was that of the Steamer Earling, which took out 381,865 bushels on September 18.

It is probable that agricultural instruction trains will be run by the Reading and Pennsylvania roads in Pennsylvania this fall, the State College to furnish the lecturers.

New Orleans in September exported 707,249.30 bushels of wheat and 120,000 bushels of corn. The corn all went to Liverpool, but of the wheat 376,177 bushels went to the Continent, the remainder going to Liverpool, Dublin and Hull.

Wheat stealing in parts of Washington is so persistent a nuisance that the ranchers are planning to organize a band of "night riders" who will patrol the roads from dark till dawn until the ranchers haul their wheat to the warehouses.

Sworn returns show that the oat yield of J. G. Miller, a farmer living a few miles from Lumsden, Sask., averaged 127 measured bushels to the acre. The field was thirty-seven acres in area. The grain stood up well and measured full five feet in height.

Ohio dealer suggests inspection bureau: He favors a National Bureau of Inspection to be under the joint control of the Grain Dealers' National Association, the Millers' National Federation and the National Hay Association for grain and hay. Better add the Board of Trade; they are as much interested as any class.—King & Co.'s Circular.

Have you been against Indiana state grain inspection? Georgia grain dealer has. He sends Big Chief Culver a sample of what was called clipped two white oats. Certificate says it was inspected out of the Alliance Elevator, at Hammond, Ind. Big Chief Culver calls the sample four white oats and says the clipping was very light.—King & Co.

State Grain Inspector White of Kansas proposes to establish a merit system among the employees of his department. A schedule of rating is now being devised. The object is to secure more efficient service. When the force is to be reduced the employee with the worst record will be let out. Promotions also will be based upon merit marks.

Rhode Island led the entire country during 1908 both in the average yield of corn per acre and the average value per acre of this product. The statistics show that 10,000 acres of corn were planted in the state last year, producing 428,000 bu., valued at \$385,000. This makes an average yield, per acre, during this year, of 42.8 bu. Connecticut was second, with 41.3.

Tom Littlethun, the wheat buyer at Cuba, N. D., was badly hurt and narrowly escaped burning to death recently when his automobile caught fire while he was making a trip to Fingal, N. D., with three other men. The fire was caused by a short-circuit in the pan and in attempting to extinguish it, he ran the machine into a ditch and was imprisoned under it. His companions rescued him, but the machine was destroyed.

Up there in the new settlements in a northwest corner of North Dakota there are said to be 2,000,000 bushels of wheat lying in the open, which it has been impossible to get to market owing to the difficulty of hauling. The country settled up rapidly and a large area of its surface was sown to crop, but there are no elevators or warehouses in which to store the yield that resulted, and in only a few instances, with lumber \$40 a thousand, have the homesteaders been able to build granaries. Much of the grain is being left in piles on the ground where it is threshed out, and will have to be left there until the farmers can get it hauled. One county, McKinzie, is nearly as large as the state of Connecticut, and almost completely hemmed in by rivers. The majority of the homesteaders are distant forty to sixty miles from a railroad.

Send us the grain news of your neighborhood.



## TRADE NOTES

The Gardner Welgher Co. has moved its factory from Peoria, Ill., to Ottawa, Ill.

A. G. Langworthy, advertising manager for Fairbanks, Morse & Co., Chicago, was recently elected second vice-president of the Chicago Advertising Association.

The Burrell Engineering and Construction Co. of Chicago is sending out a handsome and useful souvenir in the shape of an "American Blotting Stone," a decided innovation which has many advantages over the old blotting paper.

The N. P. Bowsher Co. of South Bend, Ind., report shipping recently one of their feed mills to the Imperial University in Japan. While the Bowsher Co. scarcely anticipate this single machine will be the forerunner of any extensive trade, it is still gratifying to them to know that the Bowsher mill is selected in all institutions where good machinery and good methods are taught and exemplified.

The Marseilles Manufacturing Co. of Marseilles, Ill., has been exhibiting its line of corn shellers, feed grinders, etc., at a number of the recent state fairs. Besides the Illinois State Fair, mentioned elsewhere in this column, the company also exhibited at the Oklahoma State Fair, held at Oklahoma City, September 29 to October 8 and at the Missouri State Fair, held at Sedalia October 2 to 8, inclusive.

Secretary H. C. Blake of the Foos Gas Engine Co. of Springfield, Ohio, reports that the company will probably put on a night force, as they are several weeks behind on their orders. To care for the increasing business an addition is also to be built to the present plant. It will be erected on property which is now used as a yard by the company and work will shortly be commenced on it. The company recently tested out its first 250 horsepower vertical type of engine.

The Reliance Construction Co., 625 Board of Trade Building, Indianapolis, Ind., reports the following list of recent purchasers of Reliance Dump Controllers: T. M. Blankenship, Paragon, Ind.; W. N. Claus Co., Sutherland, Iowa; Cannon, Haas & Metcalf, Granville, Iowa; A. B. Cohee, Cutler, Ind.; Farmers Co-operative Association, Rockford, Ind.; W. T. Freid, Beemer, Neb.; Farmers Elevator Co., Garden City, Iowa; Fortville Mfg. Co., Fortville, Ind.; T. R. Gooding, Gooding, Idaho; Jenkins & Cohee, Lebanon, Ind.; W. P. Lewis, Hemerick, Ill.; Chas. E. Newell, Woodward, Iowa; P. H. Pelkey Construction Co., Byers, Texas.

The next meeting of the National Gas and Gasoline Engine Trades Association will be held at the new La Salle Hotel, Chicago, from November 30 to December 2. The program is well under way and the papers will be such as will interest every one who is associated with the gas and gasoline engine industry. There will be an opportunity at the convention for the display of small articles, to which manufacturers are invited to contribute, no charge being made except to arrange for hotel accommodations with the hotel company. Harry T. Wilson of Middletown, Ohio, is president of the Association and Albert Stritmatter of Cincinnati, Ohio, is secretary.

Fairbanks, Morse & Co., Wabash avenue and Eldredge place, Chicago, Ill., have just issued a new and very interesting catalogue on their small engines from 1 to 12 horsepower, in which they describe for the first time their new 1 horsepower engine "Jack Junior." This is a practical, durable 4 cycle engine, water cooled, made to meet the demand for a small reliable engine for running light machinery and should be valuable to all elevator owners and managers. The catalogue describes in detail the principles of operation and construction of their gasoline engines and is full of engineering suggestions stated in plain language for the benefit of the general public. Send for a copy of the catalogue No. 80D to Fairbanks, Morse & Co., Chicago, Ill., mentioning this publication. The company has also issued catalogue No. 65F, entitled

"Windmills, Tanks and Pumps," which contains many helpful hints to those installing any sort of a water supply system. Special attention is called to the new "Femco Underground Force Pump" Fairbanks, Morse & Co. will be glad to send a copy of this catalogue also to all interested parties.

Among the many exhibitors at the Illinois State Fair, held from October 1 to October 9 at Springfield, was the N. P. Bowsher Company of South Bend, Ind., exhibiting their line of feed mills. O. T. Ferrell & Co., of Saginaw, Mich., also exhibited, showing their line of Clipper Grain Cleaners in charge of Harber Bros. of Bloomington, Ill. Another Michigan exhibitor was the Field-Brundage Co. of Jackson, Mich., showing the Field Gasoline Engine. A full line of corn shellers, portable grain elevators and dumps, feed grinders, etc., was exhibited by the Marseilles Manufacturing Co., of Marseilles, Ill., and the Rockford Engine Works of Rockford, Ill., showed their line of Rockford Gasoline Engines.

A 12-page booklet of envelope size has been issued by the Joseph Dixon Crucible Co., describing the Dixon facings for various kinds of work. The purchasing agent will be glad to know that the listings include prices. Some general information in brief on the proper use of facings, values of different kinds, working conditions met in foundry practice and other data is presented in the booklet. How a facing actually behaves in the mold is accurately described by an analogy to a drop of water on a red-hot stove. It is explained how the water itself never comes in actual contact with the hot surface—but send for the booklet and read all about it. Address the Joseph Dixon Crucible Co. at Jersey City, N. J.

Among the "Foreign Trade Opportunities" in recent Consular Reports is No. 3898, an inquiry from Canada for a list of American dealers and exporters of pea seed. A Canadian firm is anxious to get in communication with such houses. The name can be had by applying by number to the Bureau of Manufactures at Washington. Another item of interest to grain dealers is No. 3955, entitled "Grain Seeds for Latin America," which says: "An American consul in Latin America has secured from the Minister of Agriculture of the country in which he is located a list of the grain seeds which can most usefully be exported from the United States, together with an indication as to which district of the country they will be particularly suited and the reasons therefor. Copies of the report, giving full particulars, can be obtained upon application to the Bureau of Manufactures."

J. H. Lee, of Whiterock, Minn., will have charge of the Spencer Elevator at Montevideo this coming season.

George M. Le Count, the crop expert for Finley Barrell & Co., and his wife, whom he married recently, have departed for the Argentine. Mr. Le Count's first reports will begin about November 2. He is extremely bullish respecting the northwest situation, predicting a sharp falling off in the movement inside of ten days.

Mr. George S. Loftus, vice-president of the Loftus-Hubbard Elevator Co., of Minneapolis, Minn., and Miss Josephine N. Peyton, formerly employed by the American National Bank of St. Paul, Minn., were married at Merriam Park, near Minneapolis, on October 5. The couple are spending their honeymoon on the Pacific coast. After November 1 Mr. and Mrs. Loftus will be at home at 631 East Seventeenth street, Minneapolis.

W. C. Sunderland, the well known Omaha, Neb., grain man, with his friend, G. J. Railsback, of Ashland, Neb., recently returned home after spending more than two months abroad. Besides visiting all of the chief countries of Europe, the two took a trip to the North Cape, the land of the midnight sun. They were there on August 12, when the sun set at 12:30 and rose at 1:30. "The chief point of interest to use was the Hamburg Exchange," said Mr. Sunderland. "The exchange has a membership of 7,000 and every imaginable commodity is sold there."

## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

### NEW CORN AT CLEVELAND.

*Editor American Elevator and Grain Trade:* We beg to report that we received our first consignment of new ear corn, shipped from northwestern Ohio, and the quality was very good. This shipment arrived two weeks earlier than usual in this market.

Yours respectfully,

ABELS BROS.

Cleveland, O., September 23.

### NEW IOWA FIRM.

*Editor American Elevator and Grain Trade:* The firm of John Mundt & Son has been changed to H. D. Mundt, I having bought the interest of John Mundt.

Oats will average about 33 bu.; barley, about 25 bu.; flax went 10 bu., and timothy about 3½ bu. The corn crop here will be very good in most cases.

Yours respectfully,

Toeterville, Iowa.

H. D. MUNDT.

### ON THE QUESTION OF MARGINS.

*Editor American Elevator and Grain Trade:* With reference to the question of requiring margins as security on purchases and sales of cash grain for future delivery, that is, sales for arrival, would say that we are decidedly of the opinion that margins should be required.

Very truly yours,

W. M. BELL,

W. M. Bell & Co.

Milwaukee.

*Editor American Elevator and Grain Trade:* We have your inquiry of the 4th inst. and replying to same would state that we never have had any trouble to speak of in filling our contracts. We are not in position to say very much in regard to question of margins that you speak of. If there are any dealers who are in the habit of refusing to fill contracts on account of variation in prices, we should think it would be a good idea to require a margin as security for the completion of any contracts made with them.

Yours very truly,

BAD AXE GRAIN COMPANY,

Bad Axe, Mich.

Per Fred W. Kinde.

*Editor American Elevator and Grain Trade:* The matter of margins is one that must be arranged to suit each individual case (as to hay). Of some shippers we demand a margin; of some buyers we demand draft in full. A great many shippers will not "make good" their overdrafts, no matter what may be the circumstances. A great many buyers are said to "eat up" any balances you might leave with them; if they haven't any just claims, they will "fake" them.

Yours truly,

Townley, N. J.

THE AMERICAN HAY CO.

*Editor American Elevator and Grain Trade:* We have yours of the 2nd in regard to requiring a margin as security for the completion of contracts on all purchases of grain for future delivery, etc.

We think the present arrangements of all boards of trade require a margin with the order from people not financially responsible; and it seems to work very well. We don't quite understand your question, but you probably mean requiring a margin for the delivery of actual grain for future deliveries.

We have never given this matter very close thought and are therefore unable to give an intelligent answer. We buy a good many thousand bushels of wheat in the course of a year and sometimes buy for future delivery; but we buy only from thoroughly responsible houses, and we know we are going to get the stuff from them and that it will be contract grade. No doubt they would not sell us the stuff if they did not know we were



responsible and would take the stuff at completion of contract term. We are perfectly satisfied with this arrangement, and in event there should be a margin required, we would not buy from any other but responsible houses.

If the coming problem is to put up a margin, we don't see why the shipper should not put up a margin as well as the buyer—one party might be as responsible as the other; but we are perfectly satisfied with the present arrangements, and by dealing with none but responsible houses, get what we buy.

Yours very truly,  
THE ANSTED & BURK CO,  
Springfield, O. J. W. Burk, President.

### HENRY D. RADDATZ.

Toledo's grain trade is famous for its self-made men. There are the "Zahm boys"—Fred Mayer and Fred Jaeger, both from the messenger boy's start. Then there's Frank I. King, who started as a news-boy, and no doubt there are others besides these, and the subject of the sketch, Henry D. Raddatz, who, too, like Mayer and Jaeger, rose from the ranks of the telegraph messenger boys. The "silver



HENRY D. RADDATZ.

spoon" start means character and strength, perhaps, no less than a more strenuous one, but one feels certain that when he knows a man who has cut his own "trail through the clearing" he sees a man of force and strength that appeals.

Mr. Raddatz is a native of Toledo, where he was born on June 27, 1877. On September 1, 1890, when only thirteen years of age, he became a messenger boy for the Western Union Telegraph Co. for service on the floor of the Produce Exchange. A year's faithful work brought him to the attention of Southworth & Co. and on July 5, 1891, that firm attracted him to its service as floor messenger. Step by step thereafter he was advanced through all the stages of the business—general clerk, claim clerk and bookkeeper, being in the meantime employed by various firms in Toledo, at last achieving a membership on the Produce Exchange early in 1900.

At this time he is associated with John Wickenhiser & Co., Produce Exchange, Toledo, with whom he became connected on August 1, 1907, and has charge of the company's trade in futures, as well as the buying and selling end of their Toledo business.

The quality of barley grown in Alberta this year is a slight improvement on last year's crop.

W. S. Upshur, formerly manager of the C. & O. Grain Elevator Co., Newport News, Va., has been promoted to the position of assistant general freight agent of the C. & O. Ry. Co., with headquarters at Richmond, Va. He has been succeeded by J. H. Graves, with offices at Newport News.

## RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of September, 1909:

**BALTIMORE**—Reported by H. A. Wroth, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	428,938	1,203,912	410,725	958,827
Corn, bushels.....	290,821	166,437	21,430	4,662
Oa's, bushels.....	769,144	295,253	130	750
Barley, bushels.....	1,946	.....	.....	.....
Rye, bushels.....	59,002	210,784	17,143	83,143
Timothy Seed, lbs.....	23,748	31,177	.....	809
Clover Seed, lbs.....	5,422	.....	603	6,915
Hay, tons.....	4,967	5,634	1,348	1,512
Flour, barrels.....	261,745	234,684	90,955	121,980

**BOSTON**—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	179,671	181,151	50,061	64,174
Wheat, bushels.....	201,528	373,241	181,073	367,973
Corn, bushels.....	143,801	100,372	.....	50,402
Oats, bushels.....	404,838	369,279	2,536	6,915
Rye, bushels.....	6,080	88,951	.....	69,100
Barley, bushels.....	6,885	14,425	.....	9,939
Peas, bushels.....	7,589	2,435	.....	.....
Milled, tons.....	2,514	1,183	39	35
Corn Meal, barrels.....	2,685	6,580	410	1,050
Oat Meal, barrels.....	10,723	11,410	11,175	4,575
Oat Meal, sacks.....	8,319	13,110	450	1,828
Hay, tons.....	15,503	12,940	3,322	.....

**BUFFALO**—Reported by Fenton M. Parke, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	6,879,924	7,915,542	1,390,543	797,493
Corn, bushels.....	2,611,003	2,301,700	503,202	339,984
Oats, bushels.....	2,171,181	833,073	840,577	379,575
Barley, bushels.....	2,172,021	2,219,027	59,600	548,714
Rye, bushels.....	75,510	153,038	17,200	25,000
Other Grass Seed, lbs.....	33,728	38,520	.....	.....
Flax Seed, bushels.....	283,503	650,450	.....	.....
Flour, barrels.....	921,493	1,082,732	.....	.....

**CHICAGO**—Reported by George F. Stone, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	2,704,623	2,251,125	1,547,658	1,111,033
Corn, bushels.....	10,739,150	8,260,338	8,554,607	5,779,414
Oats, bushels.....	8,653,675	10,458,125	7,036,332	7,083,189
Barley, bushels.....	2,063,400	4,749,832	528,848	958,381
Rye, bushels.....	130,000	192,500	28,661	69,733
Timothy Seed, lbs.....	11,912,110	20,830,581	3,758,000	5,165,894
Clover Seed, lbs.....	793,038	1,322,736	651,073	914,205
Other Grass Seed, lbs.....	5,382,210	3,311,925	7,520,472	9,610,771
Flax Seed, bushels.....	97,000	78,250	35,219	36,905
Broom Corn, lbs.....	1,420,624	992,040	522,192	693,845
Hay, tons.....	22,431	30,223	923	1,029
Flour, barrels.....	928,549	939,555	1,081,886	982,823

**CINCINNATI**—Reported by C. B. Murray, Superintendent of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	512,557	420,123	504,006	396,748
Corn, bushels.....	431,494	410,372	209,238	225,233
Oats, bushels.....	637,392	535,208	630,878	202,219
Barley, bushels.....	47,000	99,548	.....	140
Rye, bushels.....	75,637	85,810	31,044	11,592
Malt, bushels.....	115,520	205,684	28,636	34,500
Timothy Seed, bags.....	14,362	16,513	5,739	2,687
Clover Seed, bags.....	1,292	3,609	2,250	2,230
Other Grass Seed, bags.....	23,735	15,272	16,244	10,488
Hay, tons.....	14,470	14,621	9,519	8,897
Flour, bbls.....	131,311	141,675	95,419	117,079

**CLEVELAND**—Reported by M. A. Havens, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	80,549	79,075	14,791	78,376
Corn, bushels.....	34,493	141,547	45,513	18,095
Oats, bushels.....	1,036,175	450,011	393,187	47,412
Barley, bushels.....	21,929	34,760	.....	.....
Rye, bushels.....	.....	.....	.....	.....
Flax Seed, bushels.....	7,914	6,038	688	409
Hay, tons.....	92,840	71,510	6,380	8,490
By Lake.....	111,000	.....	.....	110,000
Wheat, bushels.....	.....	.....	.....	.....
Flax Seed, bushels.....	.....	.....	.....	.....

**DETROIT**—Reported by F. W. Waring, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	314,49	240,711	5,951	3,684
Corn, bushels.....	240,711	181,503	45,544	47,821
Oats, bushels.....	294,601	847,300	52,747	307,134
Barley, bushels.....	17,791	125,070	.....	.....
Rye, bushels.....	50,930	80,209	21,033	62,910
Flour, barrels.....	20,380	29,000	29,225	11,600

**DULUTH**—Reported by Chas. F. MacDonald, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	13,165,57	15,039,391	6,449,941	11,424,145
Corn, bushels.....	131,955	181,503	119,118	181,503
Oats, bushels.....	903,422	1,145,297	331,05	88,455
Barley, bushels.....	3,938,405	3,881,143	2,750,120	2,701,292
Rye, bushels.....	142,380	286,327	125,331	173,026
Flax Seed, bushels.....	673,029	132,137	380,148	815,487

Total..... 21,984,765 22,032,601 10,164,725 15,988,412

Bonded Grain (Canadian) 753,045 661,595 459,879 553,030

Total..... 22,737,811 22,694,195 10,624,614 16,551,412

**GALVESTON**—Reported by C. McD. Robinson, Chief Inspector of the Cotton Exchange and Board of Trade.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	.....	.....	1,881,440	2,942,964
Corn, bushels.....	.....	.....	24,286	.....

**MILWAUKEE**—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	1,234,100	1,770,000	190,016	925,116
Corn, bushels.....	732,200	1,165,000	438,721	183,810
Oats, bushels.....	735,000	2,315,000	235,670	1,167,912
Barley, bushels.....	2,323,500	3,527,800	475,698	1,757,128
Rye, bushels.....	123,000	207,000	23,000	85,856
Timothy Seed, lbs.....	485,665	78,220	309,047	54,245
Clover Seed, lbs.....	791,525	300,895	350,710	6,680
Flax Seed, bushels.....	12,720	5,201	.....	1,030
Hay, tons.....	2,670	1,369	65	12
Flour, bbls.....	382,475	232,545	346,660	378,196

**MONTREAL, QUEBEC, CANADA**—Reported by George Hadrill, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	3,592,380	2,502,253	3,126,217	3,880,468
Corn, bushels.....	137,632	33,588	25,713	28,125
Oats, bushels.....	268,122	278,523	313,852	24,962
Barley, bushels.....	24,218	27,543	32,452	125,975
Rye, bushels.....	.....	109,088	.....	86,695
Flax Seed, bushels.....	174,666	85,228	124,077	85,949
Flour, bbls.....	133,823	128,873	138,605	113,186

**NEW YORK**—Reported by H. Heinzer, Statistician of the Produce Exchange.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	2,033,200	.....	945,694	.....
Corn, bushels.....	341,550	.....	85,821	.....
Oats, bushels.....	2,402,275	.....	58,511	.....
Barley, bushels.....	81,600	.....	14,096	.....
Rye, bushels.....	1,150	.....	.....	.....
Timothy Seed, bags.....	11,152 bgs	.....	2,306 bags	.....
Clover Seed, lbs.....	.....	.....	14,654	.....
Other Grass Seeds, lbs.....	.....	.....	.....	.....
Flax Seed, bushels.....	47,000	.....	.....	.....
Hay, tons.....	315,483	.....	8,405 bbls	.....
Flour, bbls.....	746,543	.....	318,510	.....

**OMAHA**—Reported by F. P. Manchester, Secretary of the Grain Exchange.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	583,200	2,276,400	404,000	1,373,000
Corn, bushels.....	1,130,800	1,017,500	622,000	1,033,000
Oats, bushels.....	1,174,400	3,080,000	548,000	1,108,500
Barley, bushels.....	27,000	61,000	9,000	7,000
Rye, bushels.....	3,000	37,000	7,000	4,000

**PHILADELPHIA**—Reported by Frank E. Marshall, Secretary of the Commercial Exchange.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	402,197	1,253,617	319,872	1,109,975
Corn, bushels.....	129,451	94,038	.....	.....
Oats, bushels.....	661,415	414,651	.....	.....
Barley, bushels.....	4,000	23,000	.....	.....
Rye, bushels.....	800	60,000	.....	.....
Timothy Seed, bags.....	245	.....	.....	.....
Clover Seed, bags.....	400	.....	.....	.....
Other Grass Seeds, lbs.....	1,379	.....	.....	.....
Flax Seed, bushels.....	.....	48,500	.....	.....
Hay, tons.....	10,219	6,948	.....	.....
Flour, bbls.....	395,404	283,224	238,782	187,094

**SAN FRANCISCO**—Reported by Wm. B. Downes, Statistician of the Merchants' Exchange.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, centals.....	289,995	.....	290	.....
Corn, centals.....	7,215	.....	505	.....
Oats, centals.....	57,135	.....	63	.....
Barley, centals.....	473,177	.....	292,120	.....
Rye, centals.....	210	.....	.....	.....
Flax Seed, sacks.....	678	.....	.....	.....
Hay, tons.....	19,008	.....	1,334	.....
Flour, bbls.....	43,775	.....	21,465	.....

**ST. LOUIS**—Reported by George H. Morgan, Secretary of the Merchants' Exchange.

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## FIELD SEEDS

The Government is experimenting with alfalfa on the Panama isthmus.

The Jones Seed Co.'s concrete building at Sioux Falls, S. D., is nearly finished.

J. F. Summers, seed dealer, has bought a tract of land near the depot at Malvern, Ia., and is going to erect an elevator.

The John H. Allan Seed Co., Sturgeon Bay, Wis., has put in forty electric lights in their picking room and will put in a large motor in the near future.

The Italian Seed Company has been incorporated at Memphis, Tenn.; capital stock, \$5,000; incorporators, John Lingua, John Barretta, Chas. Coscia, G. C. Dew and M. Goldsmith.

The Ozark Seed Company, Springfield, Mo., has been incorporated; capital stock, \$5,000. The directors are: R. R. Ricketts, A. S. E. Sanders, Geo. W. Nichols and W. D. Murray.

The Emery County Seed Company of Castle Dale, Utah, has been incorporated; capital stock, \$10,000. The incorporators are John C. Snow, R. O. Justesen, A. Olsen, G. W. Brandon, Ira R. Browning.

The stock and fixtures of the Planters' Seed Company, Springfield, Mo., have been sold by the trustee in bankruptcy to W. H. Ross of Springfield, a stockholder in the concern; consideration, \$2,100.

The W. W. Barnard Seed Co., Sturgeon Bay, Wis., has installed a 7½-horsepower electric motor at the warehouse to run the machinery and has put in twenty-five incandescent lights in the picking department.

The Commercial Record is in receipt of many threshing returns showing yields of flax seed running up as high as 14 to 16 bushels and in some cases as high as 22 bushels. The Record has every reason to believe that the yield from the three Northwestern States will be at least 10½ bushels per acre and may be as high as 11 or 11½. This would indicate a total crop in excess of 31,000,000 bushels.

A farmer in Lyle township, Decatur County, Kan., on September 16 finished threshing 25 acres of alfalfa which had been left for seed. This field produced 203 bushels of the highest grade seed and would bring over \$8 per bushel on the local market, making a net production per acre for the alfalfa seed alone of \$64. Besides this, the first crop was cut for hay purposes and this will retail out at from \$5 to \$10 per ton this winter. This land was disced twice in the spring and harrowed thoroughly, and again rediscd before allowing it to go to seed.

The Philadelphia Seed Co. has been incorporated with C. A. Neal, president and J. C. Rupp secretary. The capital stock of the company is \$15,000, all paid in. The company will handle field seed by wholesale exclusively. Clarence A. Neal, president, has been connected with the laboratories of grain standardization and seed distribution in the Government service at Washington for the past four years, his duties there involving a thorough study of handling seed and grain. He also devoted much time to studying the best methods of seed cleaning. Prior to this Mr. Neal was connected with a wholesale seed house at Baltimore for several years. J. C. Rupp, the secretary of the company, has devoted twelve years to crop growing and selection of seeds, and is efficient with that branch. He has also been in the employ of an Eastern seed house for the past five years, and became thoroughly conversant with the seed business. This company has secured the warehouse at 127 North Water St., and is now in full possession and doing business.

### THE BEAN CROP, ETC.

The bean crop of 1909 bids fair to outdo that of any previous year. Prices are easier. The dry weather of this summer was conducive to large, clean growth.

A cold wind in September did considerable damage to the corn and bean crop in Mormon Basin of California. The late beans, which are still very green, will be dried up considerably and may not produce much of a crop.

The bean business of H. E. Botsford & Co. of Detroit and that of C. H. Barrett of Owosso, Mich., have been consolidated under the firm name of Botsford & Barrett. Both members of the firm have large acquaintance among Michigan shippers. The volume of business done by the two concerns has aggregated \$1,500,000. Mr. Barrett will remain in Owosso in charge of the elevator there.

At the September meeting of the Michigan Bean Jobbers' Association, held in Detroit, the following officers were elected: J. A. Heath, president, Lenox (his demurrer at being returned to the presidency for the fifth consecutive year being totally ignored by the members); first vice-president, H. E. Chatterton, Mt. Pleasant; second vice-president, C. J. Miller, Swartz Creek; third vice-president, Frank E. Nowlin, Albion; secretary, G. F. Allmendinger,

Ann Arbor; treasurer, W. N. Isbell, Lansing; directors—for one year, F. H. Richardson, Fairgrove, C. E. Dupuy, Pontiac; directors, for two years, D. Mansfield, Remus, E. A. McGeorge, Cass City.

C. C. Field is rebuilding the bean elevator, which burned the first of the year while it was occupied by M. E. Walker & Son. It is being rebuilt for the same firm and will be equipped with all new modern machinery. They expect to have it completed in time to handle the new crop.

According to H. W. Carr, a Saginaw commission merchant, Michigan's bean crop this year will be nearly double that of last season. The 440,000 acres to beans this year, he says, will yield over 6,000,000 bushels, and will be sold for about \$10,000,000. The merchant in question has just returned from a trip all over the state, and says that in the northern and thumb districts the crop is especially good.

### WILL REPRESENT TENNESSEE.

Frank D. Fuller of Hermitage, Tenn., who has been appointed vice-president of the National Corn Exposition for Tennessee, and who will undertake to prepare a state exhibit from that state, is a native of Adrian, Mich., where he was born in 1869. At the age of three years, however, his parents removed



FRANK D. FULLER.

to Tennessee, locating at Nashville, where Frank D. Fuller was educated.

In 1885 he became an employee of the passenger department of the L. & N. Ry. at Louisville, Ky., but resigned two years later on account of ill health. He then spent a number of years on stock farms in Kentucky and Tennessee and finally purchased a farm in the famous Hermitage district of Tennessee, near Nashville, in 1891, and began making a specialty of breeding light harness horses. After the depression of 1893, however, he abandoned the breeding of horses and took up general diversified farming.

Mr. Fuller has been secretary of the Southern Fair Circuit, which embraces the largest and best fairs in the Central South, for a number of years, and assistant secretary of the Tennessee State Fair since its organization. He has done splendid work at the Tennessee Fair in making the agricultural exhibits there a great success, especially along educational lines.

### THE FLAX SEED CROP.

The acreage devoted to flax this year in Minnesota and the Dakotas, where the bulk of the crop area is located, is slightly increased, but this crop did not gain in breadth to the same extent as did spring wheat. The total acreage, however, is the largest on record, aggregating, according to the estimates of our correspondents, 3,247,000 acres, against an area of 3,193,000 last year.—O. J. Farmer.

The Commercial Record of Duluth ridicules the Government guesses at the flax seed crop, showing that while the Government guessed at 156,410,943 bushels as the total yield for the years 1903 to 1908, both included, the actual number of bushels marketed was 169,100,000. "Of course there are some duplications in these figures. Probably a large part of the receipts at Chicago had previously been figured as Minneapolis or Duluth receipts, but on the other hand there is the Iowa crop, which during a

part of this period was consumed at home; the Kansas crop which was partly consumed at Kansas City and St. Louis and the Missouri crop, which was consumed at St. Louis, in addition to the western crop, which was ground up at Portland, and amount to anywhere from 200,000 to 300,000 bushels a year."

The same authority says: "It is quite generally agreed that the United States crop of seed for 1909 will be a little larger than domestic requirements and even with the added demand that will come on account of the exhausted supplies from the previous crop and this in addition to the probable surplus of 1½ to 2,000,000 bushels of Canadian seed, will put both American and Canadian markets on an export basis."

### THE CORN SHOWS

The Iowa Corn Growers' Association has made the following rules governing entries and exhibits for the Des Moines Show on November 29-December 11:

(1) The state will be divided into four sections: Northern and north-central, central and southern. Premiums will be given for each section and a sweepstake trophy will be given for the best acre in the state.

(2) Applications for entry must be made by November 1.

(3) The acre shall consist of 160 square rods in one body, square or rectangular, and must be measured from middle to middle or rows.

(4) Corn may be drilled or checked, rows not to be closer than 3 feet 4 inches.

(5) At the time of gathering the contestant must select 80 pounds of the corn from the acre, the bushel to be sent to the secretary, who will make a shrinkage test. The bushel must be in his hand by November 15.

(6) The acre will be judged on the following basis: Yield, 40 points; market condition, 60 points.

(7) The ground must be measured, corn harvested and weighed, bushel selected, crated and shipped in presence of notary public, at the expense of contestant.

(8) All contestants shall apply for official entry blank to be used at time of harvesting.

Miller S. Nelson of Goldfield, Ia., who was recently elected to the office of president of the Iowa Grain Growers' Association, has offered a \$125 silver trophy, to be constructed on the plan showing the essentials of a breeders' class which he desires to found in the Corn Growers' Association. This trophy is to be given annually for the best five ears of corn grown from one parent ear by the ear to row method; all ears to be exhibited together. It will constitute one of the prizes to be competed for at the corn exposition, November 29 to December 11, in the new Coliseum in this city.

### NATIONAL CORN EXPOSITION.

Up to September 23 twenty-one states had contracted for space at the National Corn Exposition and will install educational exhibits. Each exhibit will demonstrate some special feature of agricultural development and experimental work. In a spectacular way, therefore, the Corn Show is to be far ahead of last year's mark, and also in the matter of educational achievements this year's exposition will eclipse that of 1908. The list of states and the special features to be shown is as follows:

Ohio—The results of an experiment they have been conducting with corn.

Indiana—Corn breeding.

Illinois—Results of soil investigation conducted by the experiment station at Urbana, under the direction of Prof. Hopkins.

Wisconsin—Barley breeding, both for feed and brewing.

Minnesota—Plant breeding.

Missouri—Demonstration of the results of hog cholera investigation.

Kansas—Wheat breeding.

Oklahoma—Cotton growing, and breeding drouth resisting types and varieties of corn.

Colorado—Principles of irrigation and sugar beets.

Arkansas—Growing of rice.

Montana—Principles of dry farming.

Nebraska—Breeding of corn and wheat; also plant breeding along general lines.

North Dakota—Retaining of soil fertility.

Kentucky—Hemp growing.

Tennessee—The greatest rock phosphate mines are located in Tennessee. Special demonstration of the value of rock phosphate as a fertilizer will be made, also the process of mining and pulverizing.

Delaware—Intensive farming. How a farmer can make a living on fewer acres of land.

Iowa—Will show several features of experimental work conducted by the State Agricultural College.

Connecticut—Corn in New England.

### NEBRASKA CORN SHOW.

The Nebraska State Corn Improvers' Association has decided to hold the next annual corn show in the auditorium in Lincoln on January 17 to 22, 1910. The show is to consist of senior and junior departments. Owing to the recent appropriation of \$2,800, the prizes of the show will be paid almost entirely in cash. The members voted to lend the support of the association to the National Corn Show to be held in Omaha December 6, 1909.



## CROP REPORTS

The wheat crop of Pennsylvania for this year is estimated at about 23,000,000 bushels.

The Ohio crop report for October estimates wheat in that state at 27,355,000 bushels, with quality 87. Corn prospects compared with an average are 87, oats 91.

Unprecedented cold weather in Mexico on September 30 and just preceding severely damaged the Mexican corn crop. It is estimated that the loss will reach \$10,000,000.

The Missouri crop report for October makes corn condition 69, against 66 a month ago and 73 a year ago, with an indicated crop of 205,000,000 bushels, the same as a year ago.

B. W. Snow's October report estimates corn at 2,700,000,000 bushels with practically no change in condition. Wheat is placed at 719,000,000 bushels, and oats at 980,000,000 bushels.

The Kentucky crop report for October indicates a corn crop of 112,000,000 bushels, with a yield per acre of 32 bushels. Wheat sown this fall in Kentucky is estimated at 81 per cent of the last crop.

John Inglis, crop expert for Logan and Bryan, makes a final estimate of 2,745,000,000 bushels for the corn crop, with Illinois in the lead with 380,000,000 bushels, Iowa second with 305,000,000, and Missouri third with 230,000,000.

The Canadian Department of Agriculture has estimated the 1909 crops of the Dominion as follows: Wheat, average acreage, 22; total yield, 168,386,000 bushels, an increase of 43,696,000 bushels over 1908; barley, average acreage, 31; total yield, 56,975,000 bushels, an increase of 7,487,000 bushels over 1908; oats, average acreage, 38; total yield, 354,919,000 bushels, a gain of 84,944,000 bushels over last year; rye, total yield, 1,711,000, a slight decrease from last year.

Secretary E. J. Smiley of the Kansas Grain Dealers Association in his recent crop report puts the total corn crop of Kansas at 119,445,320 bushels from a total acreage of 7,691,311, giving an average yield of 15.3 bushels per acre. The total wheat acreage of Kansas is estimated at 6,501,560, of which 67,634 is in spring wheat, with a total yield, both winter and spring, of 75,011,137 bushels. These figures indicate an average yield of 11.1 bushels for winter wheat and 10 bushels for spring.

The Daily Trade Bulletin of Chicago estimates the wheat crop of the northwest as follows: Minnesota—Acreage, 5,750,000; average yield, 15.4 bushels; total yield, 88,600,000 bushels. South Dakota—Acreage, 3,200,000; average yield, 15.1 bushels; total yield, 48,300,000 bushels. North Dakota—Acreage, 6,400,000; average yield, 14.9 bushels; total yield, 95,400,000 bushels. The total barley yield for the three states is estimated at 86,600,000 bushels, from a total acreage of 3,365,000 acres.

Estimates based on figures submitted by George A. Wells, secretary of the Western Grain Dealers' Association; John Cownie, government crop reports, and Dr. Geo. M. Chappel of the Iowa Crop Bureau, would indicate that Iowa's total corn crop will be about 295,000,000 bushels. Oats is placed at 120,397,792 bushels; winter wheat, 2,896,244 bushels. Spring wheat, 3,659,604 bushels; rye, 778,418 bushels, and barley 9,422,771 bushels. The total estimated value of Iowa's crop for 1909 is \$372,908,919.

The Department of Agriculture's "General Review of Crop Conditions," issued October 9, states that the month of September was slightly more favorable for maturing crops than the average September. However, general crop conditions on October 1 (including crop harvested before October 1) were 1.5 per cent lower than on October 1, 1908, and 2.4 per cent lower than the ten-year average condition on October 1. The lower condition than last year, however, is slightly more than counterbalanced by an increase in the amount of land under cultivation.

The preliminary estimate by the government crop report of the average yield per acre of spring wheat is 15.9 bushels, which compares with 13.2 bushels, the final estimate in 1908, and 13.5, the average of the past ten years. The indicated total production of spring wheat is about 291,848,000 bushels, against 226,694,000, the final estimate in 1908. The quality is 90.5, against 88.2 in 1908, and 85.5, the average for the past ten years. The indicated total production of spring and winter wheat combined is about 724,768,000 bushels, compared with 664,602,000, finally estimated last year. The average quality of all wheat is 90.4, compared with 89.4 last year. Barley shows an indicated yield of about 23.9 bushels, as compared with 25.1 bushels finally estimated last year. The total barley crop is estimated at about 164,636,000 bushels, against 166,756,000 finally estimated in 1908.

The Government Report for October indicates a corn crop of 2,572,542,000 bushels, against 2,668,602,000 last year.

Corn condition fell during September, according to the report. The average condition of corn on October 1 was 73.8, as compared with 74.6 last month, 77.8 on October 1, 1908, and 79.2 the ten-year average on October 1. Comparisons for important corn states follow:

States.	Condition.		Per Cent of U. S.	
	Oct. 1, 1909.	Sept. 1, 1909.	Ten-year average.	Oct. 1, 1909.
Illinois .....	84	84	83	9.4
Iowa .....	77	79	81	8.6
Texas .....	50	55	72	7.6
Missouri .....	69	68	80	7.5
Nebraska .....	69	68	78	7.3
Kansas .....	57	57	71	7.2
Oklahoma .....	46	47	74	5.4
Indiana .....	90	91	85	4.5
Georgia .....	87	88	82	4.1
Ohio .....	86	87	83	3.5
Kentucky .....	82	83	80	3.3
Tennessee .....	74	73	78	3.1
Alabama .....	73	76	79	3.0
North Carolina .....	77	79	81	2.7
Arkansas .....	64	65	76	2.7
Mississippi .....	67	69	75	2.6
Louisiana .....	84	87	78	2.0
South Carolina .....	81	82	77	2.0
South Dakota .....	90	90	81	1.9
Virginia .....	76	75	86	1.9

United States.. 73.8 74.6 79.2 100.0

The crop report indicates an average yield per acre of oats of about 30.3 bushels, as compared with 25 bushels, the final estimate in 1908, and 29.4, the average for the past ten years. The quality is 91.4, against 81.3 last year, and 85.9, the ten-year average. Comparisons for important oat states follow:

States.	Production.	
	1909.	1908.
Illinois .....	159,064,000	94,300,000
Iowa .....	114,129,000	110,444,000
Minnesota .....	89,467,000	59,004,000
Nebraska .....	61,825,000	56,078,000
Wisconsin .....	79,800,000	73,085,000
Indiana .....	55,052,000	35,425,000
Ohio .....	52,195,000	38,544,000
North Dakota .....	47,456,000	32,737,000
South Dakota .....	42,742,000	31,395,000
Michigan .....	39,985,000	41,847,000
New York .....	36,322,000	37,625,000
Pennsylvania .....	25,818,000	27,382,000
Kansas .....	27,185,000	21,868,000

United States .....

B. C. Bramham, one of the best known grain dealers of Union City, Tenn., has closed a contract with a Nashville concern to buy grain and wheat and will be more prominent than ever in the Union City market this year.

John Norton, who has been associated with the H. Poehler Grain & Elevator Co., Minneapolis, for a number of years, will have charge of the new Hennepin Elevator which the George C. Harper Co. is building in Southeast Minneapolis.

A. A. Funk has resigned his position with the Farmers' Grain Co., of St. Joseph, Ill., and assumed the management of the elevator at Pauline, Ill., for Swearingen & Walker. C. A. Peabody is temporarily in charge of the Farmers' Grain Co.'s elevator.

H. J. Hymes of Volga, S. D., has accepted the position of traveling barley buyer for the Kasota Elevator Co. of Kasota, Minn. He will cover all of South Dakota with the exception of the northwestern part. Mr. Hymes' family will remain in Volga until spring.

A party of Eastern grain men recently visited Minneapolis to inspect the elevators and investigate market conditions. In the party were J. A. Tuckerman, Boston; A. Winton, Chicago; F. R. Dick, New York City; R. W. Kalbfleisch, Rochester, and W. B. Wendell, Jr., Boston.

Robert Peirce, member of the firm of Ives & Peirce, grain dealers of Canaan, Conn., and his 15-year-old daughter, Doan, were almost drowned while crossing Twin Lakes in Mr. Peirce's launch recently. The gasoline tank exploded when at 500 feet from shore and, with clothing afire, father and daughter jumped from the boat, which was a mass of flames, into the water. Both swam ashore, but the launch was destroyed.

The Clearing House Association recently formed to operate at Fort William and Port Arthur, Ont., in connection with the loading of grain, has secured as general manager, with headquarters at Fort William, Fred W. Young, a brother of Senator Finlay Young. Mr. Young has a wide acquaintance and will be as acceptable to vessel men as to grain men. He has been engaged in the banking business in Fort William for some years.

## PERSONAL

Walter La Valley is now in charge of the elevator at Clearwater, Minn.

Andrew Hanson has accepted a position with the Farmers' Elevator at Hastings, N. D.

Andrew Noble has been placed in charge of the Columbia elevator at New England, N. D.

The Farmers' Elevator Co. at Ritter, Iowa, has begun business with G. L. Jones as manager.

Jules Beaudoin, of Rolette, N. D., has been transferred to the National Elevator at Crocus, N. D.

Andrew McDowell has been appointed manager for the Farmers' Elevator Co. at Lomis, Davison Co., S. D.

Peter Neilson, the new manager of the Farmers' Elevator Co. at Lake Wilson, Minn., has assumed his duties.

J. N. Mallon and W. G. Rhutassel of Hampton, Iowa, are now in possession of the grain elevator at Geneva, Iowa.

James McMahon, of Pontiac, Ill., has accepted the position of manager for the Farmers' Elevator Co. at Cooksville, Ill.

Patrick Knudtson of Alma Center, Wis., is in charge of the grain buying station at Blair, Trempealeau Co., Wis.

William Middendoof has succeeded F. T. Bunte-meyer as manager of the Bruning Mill and Elevator Co., Bruning, Neb.

T. C. Fairchild, a veteran grain man of Wichita, Kan., will remove shortly to Illinois to represent his concern in that state.

Hayward Bros. have sold their elevator at Mattoon, Ill., and James Hayward now has charge of the elevator at Cropsey, Ill.

Peter O. Christianson has been placed in charge of the Red Lake Elevator at Roseau, Minn., which has recently been completed.

Ben Hughes has been appointed manager for the Sleepy Eye Elevator at Tracy, Minn., to succeed C. E. Bartholomew, resigned.

The State Elevator at Grove City, Minn., formerly in charge of B. B. Hine, has re-opened with P. G. Melby, of Tyler, Minn., as buyer.

C. G. Dunn has resigned as manager of the Farmers' Elevator at Farmer, Hanson Co., S. D., and has been succeeded by George Roster.

John F. Larson is buying for the Stinchcomb elevator, Carpio, N. D., which is now under the management of the Exchange Grain Co.

O. A. Myrand, formerly buyer for the Farmers' Elevator Co., of Hatton, N. D., is now buying at the Burgess Elevator at Northwood, N. D.

O. J. Olson is now in charge of the farmers' elevator at Degraff, Minn. R. C. Green, the former agent, has returned to his home in Morris, Minn.

Reports that E. L. Bowen and W. S. Regur were to dissolve partnership in the Bowen & Regur Commission Co., Des Moines, Iowa, have been denied by them.

James Dunn, who resigned his position with the Farmers' Elevator at Verona, N. D., is again connected with the Schmidt & Anderson Grain Co. of that place.

Harry A. Woodworth is in charge of the elevator at Hartwick, Iowa, which was bought by James McCarthy of that place from J. F. Sponseller, of Lanark, Ill.

Mr. Joseph Nett, an experienced grain buyer, has been secured by the Hubbard and Palmer Co. of Mankato, Minn., to manage the concern's elevator at that place.

Gustave Halvorson, who had charge of the Security elevator at Marietta, Minn., has resigned on account of his health and Peter Larson has been installed as buyer.

John A. Carlson has been appointed agent for the Gruber Elevator Co. at Dawson, Minn., having taken over the house formerly occupied as the Nels Stenson Elevator.

John Cohen has resigned the management of the Van Dusen Elevator at Byron, Minn., and has accepted a similar position in Rochester, Minn. He is succeeded by John Grems.

Louis Norman, who has been farming in the vicinity of Kandioki, Minn., has become grain buyer for an elevator at Conrad, Mont. Mrs. Norman and children will soon join him.

J. M. Johnson, for two years agent for the Ormsby Farmers' Grain Co., Ormsby, Minn., has resigned and accepted a similar position with the Farmers' Elevator at Elton, S. D.

W. H. Silvermagle and J. W. Reeder have assumed their duties as inspectors, weighers and registers of the grain warehouses in Louisville, Ky., under the appointment of the Commissioner of Agriculture. They will work for fees, which will amount to \$5,000 a year, it is estimated.



# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

A new elevator is being erected at Joy, Ill.  
Chapman Brothers are building an elevator at Laplace, Ill.  
Metcalf & Kihannah are erecting a new elevator at Lanesville, Ill.  
The Neola Elevator Co., is now occupying its new plant at Hinckley, Ill.  
The first grain elevator for Sherrard, Ill., is in process of construction.  
The new 25,000-bushel Lewis Elevator at Esaw, Ill., is nearly completed.  
Frank Yates has bought the elevator of Hayward Brothers at Rantoul, Ill.  
F. G. Cloldt has begun work on his new elevator at Beecher, Will Co., Ill.  
R. M. O'Kane is getting material together to build an addition to his elevator at Hazelhurst, Ill.  
H. E. Parson, of Philo, Ill., is wrecking a portion of his elevator in order to build a modern addition.  
Peter Kruse has purchased an interest in the elevator at Ficklin, Ill., owned by Tom Abrams of Tuscola, Ill.

The new 12,000-bushel elevator of J. M. Leden, W. D. Smart and William Young at Ospur, Ill., is now in operation.

The new elevator being erected by John Love at Sidney, Ill., is nearing completion. The machinery is being installed.

The contract for a 20,000-bushel fireproof elevator at Rock Island, Ill., has been let to the Burrell Elevator Co., of Chicago.

The farmers' elevator companies of Ludlow, Perdueville and Elliott, Ill., gave their third annual picnic at Paxton, Ill., on September 18.

Work has begun on the new Turner-Hudnut Elevator at Hennepin, Ill. The old elevator was destroyed by fire a couple of months ago.

A grain elevator will be erected at Union, McHenry Co., Ill., by H. C. Quisenberry, Jr., of Union, and Messrs. Holmes and Spellman, of Lincoln, Ill.

The Smith-Hippen Co. is building two grain elevators on the Hennepin Canal, nine miles south of Rock Falls, Ill. One of them will be a 50,000-bushel house.

The new Holcomb Brothers' Elevator at Charter Grove, Ill., has been completed in five weeks, at a cost of \$4,500, replacing the elevator destroyed by fire.

John Davis, of Chesterville, Ill., and his brother, E. W. Davis, of Arthur, Ill., have purchased the Bartlett-Kuhn elevators at Sterling, Ill., and Cadwell, Ill.

D. Reilly has sold his grain elevator at Rankin, Ill., to J. E. Tjardes, of Saybrook, Ill. The latter recently sold his elevator at Saybrook to the Farmers' Elevator Co.

The Edinburgh Farmers' Grain Co. has secured a monopoly on the grain business at Edinburgh, Ill., by purchasing the elevator of their only competitors, Firey Brothers.

The Pease & Allen Grain Co. has been incorporated at Chestnut, Ill., with a capital stock of \$18,000. The incorporators are A. J. Pease, Louis J. Pease and W. P. Allen.

B. C. Beach & Co., of Rising, Ill., have placed their contract for a 20,000-bushel addition to their old elevator with the Burrell Engineering & Construction Co., of Chicago.

The Farmers' Elevator of Jacksonville, Ill., is building a new grain elevator at Strawn Crossing with a capacity of 15,000 bushels. The machinery equipment will include a 20-horsepower gasoline engine.

J. M. Current, of Indianola, Ill., is building a new 35,000-bu. elevator. It will be equipped with a Western Sheller manufactured by the Union Iron Works, Decatur, Ill., and power will be furnished by steam. The Burrell Engineering & Construction Co. was awarded the contract.

The Farmers' Grain & Feed Co. has purchased from John C. Hattendorf of Roselle, Ill., the warehouse and ground on Hawthorne Avenue, opposite North Branch Street, Chicago, for \$60,000. The property is improved with a three-story grain-drying house. The purchasing corporation, of which Mr. Hattendorf is president, has a capital stock of \$150,000 and will operate the plant.

The grain firm of Spellman & Spitly, of Lincoln, Ill., organized in 1900, will be dissolved in October this year, Mr. Spitly retiring from the firm. The company owns elevators at Lincoln, Lawndale, Skelton, Chesterville, Burtonview, Broadwell, Bell Station and Johnston, and does a large business annually. Mr. Spellman has bought out the interest

of his partner, and with his mother, Mrs. E. J. Spellman, will continue the business.

The Illinois Traction Co. has asked the citizens and farmers of Morton, Ill., to build an elevator at Belsley Station, between Morton and Allenton.

The new Smith-Hippen Co. elevator at Mile Nine on the Illinois and Mississippi Canal opened for business September 27, last, with F. G. Boyden, manager. The capacity is 30,000 bushels, with additional corn cribs under construction to accommodate 20,000 bushels more. Manager Boyden was able to make his first shipment in the fore part of October. A steam towing boat with two barges having a capacity of 15,000 bushels conveyed the grain. The shipment was taken to Pekin, Ill., where it was turned over to the B. & O. S.-W., to be carried to the eastern market. It is the purpose of the Smith-Hippen Co. to buy corn during the winter and hold it in crib until the canal opens in the spring. It is thought that shipments may be made over the canal until well along in November and perhaps close to December 1. Manager Boyden asserts farmers are anxious to patronize the elevators along the canal because it saves them a long haul. It is said the firm will buy all the grain offered through the winter. Ten miles below the new elevator there is another house which is just about completed.

## OHIO, INDIANA AND MICHIGAN.

The new grain elevator at Elkton, Ohio, is now ready for business.

J. Leas has made several improvements in his elevator at Sonora, Ohio.

Michael Marks is building a large addition to his elevator at New Riegel, Ohio.

A new elevator is being erected at Goodells, St. Clair Co., Mich., by Mr. Kenzie.

The new elevator for Messrs. Faulk and Cox at Millport, Ohio, has been completed.

A. D. Toner has equipped his dumps at Kewanna, Ind., with a Reliance Dump Controller.

A grain elevator is being erected by A. E. Huffman and Dell Noyes at Bowling Green, Ohio.

E. E. Harbour and son have just completed a new elevator at Pemberton, Ohio, with a capacity of 30,000 bushels.

The Wayne Milling & Produce Co., Wayne, Mich., has completed the erection of a grain elevator with a capacity of 10,000 bushels.

Wilbur Hawkins, of Fowler, Ind., has sold his grain elevator properties at that place to Frank and William Vannatta for \$50,000.

Articles of incorporation have been filed by the Farmers' Co-operative Elevator Co., of Detroit, Mich., with a capital of \$15,000.

Articles of incorporation of the Wibaux Elevator Co., of Wibaux, Mont., have been filed by E. E. Jordan and others; capital, \$5,000.

The Crabbs-Reynolds-Taylor Grain Co. is building a concrete elevator at Crawfordsville, Ind., which will be the largest of its kind in the state.

J. A. McComas is making repairs in his elevator at Fortville, Ind. The Reliance Construction Co., Indianapolis, Ind., is installing the machinery.

Silas Beck, of Antioch, Ind., has bought a half interest in the large elevator at Bowers, four miles north of Darlington, Ind., from L. H. Jordan.

J. W. Witte, of Lebanon, Ind., is building a 20,000 bushel elevator at Thorntown, Ind. The Reliance Construction Co., of Indianapolis, Ind., has the contract.

L. B. Einsel, formerly proprietor of an elevator in Crawford Co., Ohio, has sold his elevator and coal business at upper Sandusky, Ohio, to H. A. Myers, of Fostoria, Ohio.

Articles of incorporation have been filed by the Files-Greathouse Grain Co., of Indianapolis, Ind., capital \$10,000. The directors are A. F. Files, E. B. Files and C. A. Greathouse.

The Chickasaw Grain and Milling Co., with \$35,000 capital, has been organized at Chickasaw, Ohio, by Peter Niekamp, Casper Clune, Jacob Hein, John Grieshop and L. A. Grieshop.

The Mt. Sterling Elevator Co., of Mt. Sterling, Ohio, has been incorporated with a capital stock of \$15,000 by Alt R. Easley, J. S. Core, L. R. Kiows, J. F. Walters and N. L. Waldo.

The J. M. Dunlap Grain Co. has made extensive improvements on its plant at Franklin, Ind., installing a Western Gyration Cleaner, manufactured by the Reliance Construction Co., Indianapolis.

The MacDonald Engineering Co., of Chicago, has been awarded the contract to build a reinforced concrete equipment, complete with machinery equipment and power for the Sparks Milling Co. at Terre Haute, Ind. The old Keller mill property has recently been purchased by the Sparks Milling Co. of Alton, Ill., and is to be enlarged and improved. The elevator will have 150,000 bushels capacity and be fitted with steel legs, a

1,500 bushel Hopper scale, car puller, shovels, engine, etc. It is to be in operation by December 15.

S. D. Mead, formerly of Union City, Ohio, is building a \$10,000 grain elevator at Fletcher, Ohio. He is raising a \$10,000 fund among farmers and business men of Fletcher, Piqua and surrounding towns.

A. B. Cohee, of Bringham, Ind., has placed orders with the Reliance Construction Co., Indianapolis, Ind., for one of its Dump Controllers to be placed in each of the plants in which he is interested.

The Harper Elevator Co. has been organized at North Branch, Mich., and besides the large building that now awaits occupancy the structure formerly used as a grist mill by George Sickelsteel has been purchased.

The Amba Grain Co., of Ambia, Ind., has awarded its contract to the Burrell Engineering and Construction Co., for a new 30,000-bushel grain elevator. It will be equipped with a U. S. Corn Sheller, Corn-wall Cleaner, Constant Feeder and Fairbanks Gasoline Engine.

The Richmond Elevator Co. held its third annual meeting at Lenox, Mich., October 5. A 6 per cent annual dividend was declared on the preferred, and 25 per cent on common stock. The following directors were chosen: W. H. Acker, J. H. Heath, Frank Fairfield, S. D. Grant, S. H. Heath and Frank Deough.

The Fortville Milling Co., of Fortville, Ind., is overhauling its elevators as well as repairing its mill. A new ear corn sink with a B. S. Constant Feeder and Dump, the latter equipped with a Reliance Dump Controller, are being installed. The Reliance Construction Co., of Indianapolis, Ind., is doing the work.

The new plant of the Marco Elevator Co. has just been completed at Marco, Ind. The new plant comprises a modern grain elevator with reasonable storage capacity, and with ample handling capacity. It is equipped with a 25-horsepower gas engine, three dumps, sheller and cleaner. The special feature of this building is that it is so arranged that ear corn can be handled directly from the dump to the car. This car is carried on a belt that prevents it from being shelled, which would occur if the car were elevated and let fall in the ordinary way. This plant was furnished and completed by the Reliance Construction Co., Indianapolis, Ind.

## MISSOURI, KANSAS AND NEBRASKA.

Work has begun on the erection of an elevator at Sargent, Neb.

The McCabe Hay & Grain Co. is putting new machinery in its mill at Wann, Kan.

C. O. Ainsworth has purchased the elevator of the Home Grain Co. at Courtland, Kan.

The North Bend Grain Co.'s new elevator at North Bend, Neb., has begun operations.

The Shellabarger Mill and Elevator Co., of Salina, Kan., is building an elevator at Smolan, Kan.

The large elevator at Greenwich, Kan., which Otto Weiss has been building, is now completed.

The Merriam & Holmquist Co., of Omaha, Neb., will install two Hall Signaling Grain Distributors.

Farmers have organized a company and purchased the elevator of William Schrinkler at Bunker Hill, Kan.

Mr. Charles Hauck has sold his interest in the Hauck Elevator at Valley Falls, Kan., to his brother, Herman Hauck.

The Frizell Grain & Supply Co. has let a contract for the construction of a 20,000-bushel elevator at Larned, Kan.

L. L. Burchinal has bought the Home Grain Co.'s Elevator at Formoso, Kan. O. L. Vineyard has been engaged as buyer.

W. H. Marsh has purchased the Rock Island Elevator at Norton, Kan., and has placed James Gleason in charge.

C. W. Wilson has sold his interest in the Kiowa Grain Co., Kiowa, Kan., to his partners, Messrs. Burgess and Henson.

F. D. Sperry has purchased and taken possession of the elevator formerly owned by Baldrige & Heard, of Bunker Hill, Kan.

W. F. Fussman is having his old elevator at Humboldt, Kan., torn down and will erect a two-story cement stable on the site.

Fred Kemp, of Junction City, Kan., is having plans prepared for a store building and grain elevator with a capacity of 12,000 bushels.

The Haas-Hord Cattle Co. of Belgrade, Neb., has purchased a Hall Signaling Grain Distributor manufactured by the Hall Distributing Co., of Omaha, Neb.

The J. R. Tomlin Grain Co., of Wichita, Kan., on October 1 disposed of its interests to B. C. Christopher & Co., grain brokers of Kansas City, Mo. The latter is occupying the quarters in the Wichita



Board of Trade that was for twelve years the home of the Paulline Commission Co., which has gone out of business.

Work on the proposed Farmers' Elevator at Rydal, Kan., will be begun as soon as possible. Nearly all of the \$8,000 capital stock has been subscribed.

The town of Shipton, nine miles northwest of Salina, Kan., will be sold at public auction October 20. A grain elevator is among the principal properties of the town.

Carroll Walker has sold the elevator at Irving, Kan., to M. P. Thielens, of Dorrance, Kan. Mr. Walker will operate an elevator in the new town of Walkersburg, Kan.

W. D. Kuhn, of Holton, has taken over the eight grain elevators of the Midland Grain Co., which were operated by Albert Sarbach, who ended his life in Kansas City recently.

T. D. Phelps, who has been associated with the O'Neill, Kaufman, Pettit Grain Co., of Hutchinson, Kan., has disposed of his interests and resigned as manager. He is visiting in Missouri cities.

The Hardtner Elevator Co., of Hardtner, Kan., is now fully organized, most of the \$10,000 capital stock having been subscribed. It has been decided to build an elevator with a capacity of 20,000 bushels.

The North Erie Grain and Lumber Co. is making improvements in its elevator at Erie, Kan. The grinder of the new feed mill has been installed and the elevator and bins which go with it are being built.

Work of rebuilding the Central Granaries Co. Elevator at Wymore, Neb., recently destroyed by fire, is progressing rapidly. The new structure will have a capacity of 25,000 bushels and will be modern in every respect.

The Home Grain Co. has disposed of its elevator at Kensington, Kan., to Henry Westerman, who now owns the three elevators at that town. The Home Grain Co. is selling its line of elevators in the different towns of Kansas.

Messrs. Sinon Collins and George W. Legler have dissolved their partnership in the grain and elevator business at Leavenworth, Kan., and it will hereafter be conducted by Mr. Legler individually, at the same place and under the same firm name. Mr. Collins has bought the old Legler Mill at Valley Falls, Kan.

#### SOUTHERN AND SOUTHWESTERN.

Lake Charles, La., is to have a new elevator.

The Crum Grain Co. has been organized at Cashion, Okla., with a capital of \$5,000.

J. E. McChristie, of the Enid Elevator Co., has bought the old Home Grain Elevator at Lahoma, Okla.

The Sherrill Elevator Co. has completed its new elevator at Haskell, Texas, and will soon install machinery.

The Pittmann & Harrison Co. of Sherman, Texas, has filed an amendment increasing its capital stock from \$30,000 to \$40,000.

A corn dump and elevator are being erected at Union City, Tenn., by the Taylor-Green Grain Co., of Union City and Memphis.

The Davidson Mill and Elevator Co., of Muskogee, Okla., has purchased the Midland Elevator at Checotah, Okla. Henry Doyle is in charge.

H. C. Luckett, a Natchez, Miss., and Champaign, Ill., real estate agent, contemplates the erection of an elevator at Ferriday, La., for the storage of corn.

The Sweetwater Mill & Elevator Co. has been organized at Sweetwater, Texas, with \$7,000 capital by J. C. Hodges, E. E. Wart, L. H. Witt and others.

The Mitchell Grain Co. of Paul's Valley, Okla., has incorporated with a capital of \$5,000. The incorporators are R. L. Mitchell, J. F. Ammonette and R. L. Settle.

The Tishomingo Elevator Co., of Tishomingo, Okla., which recently incorporated with a capital of \$5,000, will erect corn bins and ear-corn house of 3,000 bushels capacity.

The People's Oil and Cotton Co. is erecting a cold storage and elevator plant at Wharton, Texas, 24x100 ft. and 30x40 ft., the latter structure to be equipped with a 50-foot elevator and machinery for grinding alfalfa into meal.

The New Orleans interests of the B. F. Glover & Son Commission Co., of Kansas City, Kan., and New Orleans have been sold to John T. Gibbons, a hay and grain dealer of the South. The consideration was close to \$300,000.

The T. H. Bunch Co., of Little Rock, Ark., one of the most extensive grain dealers in the Southwest, has filed a petition in bankruptcy. Liabilities are \$385,000 and assets approximately \$510,000. H. K. Cockran and C. C. Cavanaugh, both of Little Rock, are the receivers. Adverse decisions in recent

litigation and losses in rebate cases are said to be responsible for the failure.

The Chesapeake & Ohio Grain Elevator at Newport, Va., is being repaired at a cost of \$10,000. J. H. Graves, the manager, asserts the outlook for a brisk trade this winter is promising.

The Farmers & Dairymen Feed Co., of Parkersburg, W. Va., has been incorporated with \$5,000 capital by Wm. Sugden, of Parkersburg, W. Va., L. C. Rowell, of Williamstown, W. Va., and others.

The Marion Provision Co. has been incorporated with \$100,000 capital at Hickory, N. C., by P. G. Kiser, of Hickory, and F. K. Williams and Eugene Morrison, both of Statesville, N. C. The concern will engage extensively in the grain business.

The West Tennessee Grain Co., which has been doing an extensive business at Kenton, Tenn., will move to Memphis the first of the year. It has secured a ten-year lease on the property formerly occupied by the Phoenix Cotton Oil Co. in Memphis and will erect a big elevator, a mill and a drying plant to cost \$30,000. The structures will be ready by January 1, 1910.

#### THE DAKOTAS.

An addition is being built to the Anchor elevator at Souris, N. D.

The new farmers' elevator at Cleveland, N. D., has begun operations.

An addition 30x70 feet has been made to the elevator at St. Onge, S. D.

The Minnesota Western Elevator at Guelph, N. D., has been opened for grain.

A new elevator is to be built at Douglas, N. D., which makes six for that town.

The Western Lumber and Grain Elevator at Reeder, N. D., recently opened for business.

A new farmers' elevator with a capacity of 40,000 bushels is being erected at Dawson, N. D.

The Farmers' Grain Co. has been organized at Scranton, N. D., with a capital of \$10,000.

The Farmers' Elevator Co., of Emery, S. D., has opened its new 50,000-bushel grain elevator.

A. H. Bakke has built four elevators in Williams county, N. D., with headquarters at Beach.

F. C. Rector is building an elevator at Stirum, N. D., to be operated as an independent house.

F. R. Schilling, of Herried, S. D., has purchased the elevator at Linton, S. D., of S. J. Stagg.

The A. N. Cook Elevator at Bantry, N. D., has been purchased by an independent company.

The 25,000-bushel elevator erected at Balfour, N. D., for E. W. Meinhardt has begun operations.

Farmers in the vicinity of Tyndall, S. D., have organized and will build a grain warehouse this fall.

The Farmers' Elevator Co., McHenry, N. D., is building an addition to be used as a screening house.

The Farmers' Elevator at Aurora, S. D., has been thoroughly overhauled and partitioned to hold flour and feed.

The Columbia Elevator Co. and the Western Lumber & Grain Co. are building elevators at New England, N. D.

D. A. Houk has been engaged to manage the farmers' elevator at Lake Preston, S. D., for the ensuing year.

The Minot Flour Mills, Minot, N. D., have acquired the Smith-Spath elevators along the Great Northern line.

F. E. and V. W. Steele, of Dickey, N. D., have purchased the Jud elevator and residence property of F. C. Rector.

The Miller Elevator Co.'s new warehouse at Corona, N. D., with a capacity of 15,000 bushels, is about completed.

The firm name of the Medhurst Elevator Co., Russell, N. D., has been changed to the G. E. Metcalf Elevator Co.

Sites have been selected for four grain elevators at Le Beau, S. D. The city is to be made an important grain center.

The Reliance Elevator at Oatley, S. D., has been bought by the Long Bros., who already control one elevator at that point.

Construction work on the new elevator to be built at Griffin, N. D., by the Farmers' Elevator Co. of that place has begun.

The new elevator for the Shepard Elevator Co. at Zenith, a new town five miles west of Belfield, N. D., will soon be in operation.

According to an agreement between elevators at Hankinson, N. D., Sunday, Sept. 12, was the last Sunday on which grain could be received at that place.

The secretary of state at Bismarck, N. D., has issued charters to the following: The Farmers' Co-operative Elevator and Trading Co., Crosby, capital \$20,000; Farmers' Elevator Co., of Perth, capital \$5,200; Hope Farmers' Grain Co., Hope; capital

\$15,000; The Edgeley Farmers' Elevator Co., Edgeley, capital \$7,000; Farmers' Elevator Co., of Dawson, capital \$10,000.

A farmers' company is erecting a big grain elevator at Cresbard, S. D. The other four elevators in the town are working overtime.

The Dawley Independent Elevator Co. at Antler, N. D., has been dissolved. The firm was composed of R. S. Dawley and A. A. Kleinert.

The Barbara Grain Co. has opened its new elevator at Barbara, S. D., and has received large consignments of grain. Jacob Lutz is the buyer.

The Farmers' Elevator Co. of Amherst, S. D., has acquired the ownership of the Cargill Elevator at that place. C. Bennell is buyer and manager.

The McCaul-Webster elevator at Gayville, S. D., has been bought by the Farmers' Union Co. and has been opened for business with J. C. McPeck in charge.

The fifth elevator for Lemmon, S. D., is nearing completion. It is being erected by the Western Lumber & Grain Co. and has a capacity of 30,000 bushels.

The Hawkeye elevator at Stratford, S. D., has been sold to the Farmers' Elevator Co. of that place, making two houses owned at Stratford by the farmers.

The elevator recently built by C. E. Warner at Faulkton, S. D., has opened for business. It is equipped with modern machinery, including an automatic scale.

The Farmers' Elevator Co., of Britton, S. D., has bought the St. Anthony and Dakota elevator at Burch, S. D., and will operate it as a branch of its house at Britton.

An elevator costing \$6,000 and with a capacity of 40,000 bushels will be erected at Mott, N. D. There will also be a feed mill where farmers may have their produce ground.

The Goodridge-Call Lumber Co. of Minneapolis has bought the elevator and lumber yard owned by J. E. Dyer at Belfield, N. D., and leased it to the Minnesota & Western Co.

An elevator is being completed for the Rapid City Milling Co. of Rapid City, S. D., with a capacity of 25,000 bushels. This will give the concern a total storage capacity of 80,000 bushels.

#### WESTERN.

H. B. Cornell is building a 60x100 ft. warehouse in Grangeville, Idaho.

The Johnson Warehouse Co., has been incorporated at Colfax, Wash.

The Imperial Warehouse Co. is erecting a 40x120 ft. warehouse in Grangeville, Idaho.

The farmers have completed a new 60x100 ft. warehouse at Wilson Creek, Wash.

A grain elevator is to be erected in Sheridan, Madison Co., Mont., in the near future.

Chas. Woodcock and Frank Clifford are building an elevator and feed mill at Niwot, Cal.

The Updike Co. will build a 10,000 bushel elevator at Riverton, Fremont Co., Wyoming.

The Big Bend Grain Co. has completed a new warehouse at Nemo, near Odessa, Wash.

The Ontario Elevator Co. is erecting a new grain elevator in Benchland, Fergus Co., Mont.

L. Corson and T. M. Harm have organized the Corson-Harm Grain Co., at Spokane, Wash.

The Rathdrum Grain & Supply Co. has incorporated at Rathdrum, Idaho, with \$5,000 capital.

A large grain warehouse is being constructed in Baker City, Ore., by the Oregon Grain & Mill Co.

Measurements have been made for the site of a grain elevator west of Rosebud, Rosebud Co., Mont.

The Grain Growers' Warehouse Co., has completed its 60x200 ft. warehouse in Wilbur, Lincoln Co., Wash.

The large warehouse being erected at Escondido, Cal., by I. I. Irwin, of San Diego, Cal., is nearing completion.

On the first day of grain delivery at the new union warehouse at Nez Perce, Idaho, 1,000 sacks were received.

The Rorer Mill & Elevator Co. will establish an alfalfa mill in connection with its present plant at Shawnee, Okla.

The Farmers' Elevator Co., of Wibaux, Mont., has leased the Minnesota & Western Elevator Co.'s elevator for one year.

The farmers of Three Forks, Mont., are agitating the proposition of building a farmers' elevator or storage house at that point.

The new grain elevator erected by B. N. Osborne at Holyoke, Phillips Co., Col., is in operation. Holyoke now has two elevators.

The St. Anthony & Dakota Elevator Co., of Minneapolis, is preparing to build a number of elevators in the Milk River Valley, Mont., sites having been selected at Chinook, Harlem, Hinsdale and



other points. The concern's new elevator at Malta, Mont., is nearing completion.

The Benepe Grain Co., with \$10,000 capital, has been organized at Butte, Mont., by F. L. Benepe, F. L. Benepe, Jr., and P. A. Berglund.

Grain elevators will be erected at Cut Bank, Teton Co., Mont., by McCabe Bros., of Duluth, Minn., and Brown Bros., of Minneapolis, Minn.

The F. C. Ayres Mercantile Co., of Denver, Colo., wholesale grain and hay dealers, is planning the construction of a \$40,000 warehouse in that city.

D. L. Lytle of Dickinson, N. D., who has grain elevators at Columbus, Huntley, Beach and Dickinson, Mont., is now building one at Miles City, Mont.

Two fireproof storage tanks for handling grain have been completed by the Northern Pacific at Prescott, Wash. Their capacity is 80,000 bushels.

The Gooding Milling & Elevator Co. has been organized at Denver, Colo., with \$50,000 capital, by J. K. Mullen, H. E. Johnson, E. M. Ryan and J. E. O'Connor.

The Barnett & Record Co., of Minneapolis, has made good its promise to have the new elevators of the Russell-Miller Co., of Billings, Mont., in shape for receiving grain by October 1.

L. L. Miller, who recently succeeded to the Nampa grain elevator business at Nampa, Canyon Co., Idaho, has purchased the grain and commission business formerly conducted by C. E. Saxton in Boise, Idaho.

The Interior Warehouse Co. has awarded a contract for the erection of a warehouse at Ilo, Nez Perce Co., Idaho, which will be one of the largest on the prairie. This concern has completed a large warehouse at Dublin, three miles east of Ilo.

Paterson, Smith & Pratt, of Portland, Ore., grain dealers, have opened offices in Seattle and Spokane, Wash. The Seattle office will be in charge of Edward L. Smith, formerly of Portland, while George Smith, who had charge of the concern's San Francisco office, will be manager at Spokane.

The Globe Grain & Milling Co., one of the largest grain handling concerns in the West, has leased a water front in Portland, Ore., on which to erect a grain handling plant. The concern, which operates a line of flour mills, has found it necessary to build in Portland since it began buying grain there a year ago.

W. W. Cargill, of La Crosse, Wis., and J. H. MacMillan, of Minneapolis, are the incorporators of a new elevator company to be known as the Montana Central Elevator Co., and will be capitalized for \$50,000. Five or six elevators will be erected this fall throughout Montana and the concern expects to gradually extend into the developing grain producing territory which is tributary to Minneapolis.

#### IOWA.

White Brothers have purchased the elevator at Arnold, Iowa.

Chris Williams has purchased the elevator at Dayton, Iowa.

The Savage Lumber Co. is building an elevator at Ryan, Iowa.

George Hanson has purchased an interest in the elevator at Ira, Iowa.

A. K. Doonley has bought the Western Elevator Co.'s elevator at Dike, Iowa.

Edward Heller, of Centerville, S. D., has bought an elevator at Le Mars, Iowa.

Merritt Greene is organizing a farmers' elevator company at Marshalltown, Iowa.

The Farmers' Elevator Co. of Walker, Iowa, has purchased J. E. Miller's elevator.

The Prairie City Milling Co., of Prairie City, Iowa, is erecting a small elevator.

The Farmers' Grain Co., of Royal, Iowa, has incorporated with a capital of \$3,800.

J. W. Boyle has bought an interest in the grain business of Gilchrist & Co., at McGregor, Iowa.

Metcalf and Cannon of Paulina have begun the erection of a new elevator at Sutherland, Iowa.

The farmers around Gaza, Ill., have organized and purchased the Western Elevator Company's property.

The Farmers' Co-operative Elevator Co. of Early, Iowa, has been organized with a capital stock of \$6,000.

The old elevator belonging to the Reliance Elevator Co. at Moorland, Iowa, has been bought by F. G. Peterson.

The finishing touches are being put on the new concrete elevators at the mills of the Quaker Oats Co., in Cedar Rapids, Iowa.

C. A. Pratt has secured an elevator at Traer, Iowa, from the Ober Kingsbury Grain Co., of Mason City, in exchange for 480 acres of land in Cheyenne

County, Colo., and has leased the same to Marr & Young.

J. N. Mallon and W. G. Rhutasel have acquired the Ober-Kingsbury Grain Company elevator at Geneva, Iowa. The firm name is Mallon & Rhutasel.

Articles of incorporation have been filed by the Farmersburg Grain Co. of Farmersburg, Iowa. The incorporators are W. F. Fuelling, H. W. Thompson, K. K. Stearns and L. W. Thompson.

The stockholders of the Farmers' Elevator, of Salix, Iowa, have elected the following officers: President, H. E. Brown; vice president, Peter Lacroix; secretary, R. C. Nisbet; treasurer, M. J. Mulvihill.

The grain elevator being erected at Calmar, Iowa, by the Winneshick County Bank is nearing completion. It will enable the farmers to dump a whole load at once, and is the only elevator of its kind in that section.

The Plymouth elevators at Doon, Iowa, which were closed temporarily on a chattel mortgage, have been purchased by Messrs. De Waid and Walter of Freeman, S. D., for \$5,500, and are again in operation. Mr. J. T. Buchanan is in charge.

F. E. Squires, for eight years employed by the Bowen & Regur Commission Co., Des Moines, Iowa, has severed his connection with the company and purchased its elevators at Bondurant, Iowa. He has organized the F. A. Squires Grain Co.

#### MINNESOTA AND WISCONSIN.

Myron Knudson has bought an elevator at Blair, Wis.

Sleepy Eye, Minn., is about to have another elevator.

C. E. Spencer is installing a new engine in his elevator at Milan, Minn.

There is talk of a new elevator at East Ellsworth, Pierce Co., Wis.

A. S. Perrizo has purchased the Plymouth Elevator at Blue Earth, Minn.

The new elevator for A. G. Nord & Co., at Hasty, Minn., has been completed.

Work on the Co-operative Elevator at Fergus Falls, Minn., is being rushed.

The Farmers' Elevator at Litchfield, Minn., is being overhauled and enlarged.

There is talk of an addition to the plant of the Itasca Elevator Co., at Itasca, Wis.

Work on the foundation for a new elevator at New Richmond, Minn., is under way.

Farmers in the vicinity of Ostrander, Minn., are contemplating the erection of a grain elevator.

A grain warehouse is being erected for the Farmers' Elevator Co. at Green (Mamilton P. O.), S. D.

Abe Brooks has bought a half interest in the grain business of E. G. Tompkins, of Varco, Minn.

The Farmers' Elevator at Pelican Rapids, Minn., has opened for business with Manager Swanson in charge.

The Plymouth Elevator at Lake Wilson, Minn., has been sold to the Hubbard & Palmer Co., of Mankato, Minn.

The Hanson & Barzen Milling Co. of Thief River Falls, Minn., will erect a grain warehouse this fall at Crookston, Minn.

The Farmers' Elevator Co. of Twin Valley, Minn., has decided to open its house at that point, with Austin Waller manager.

The Mapleton Farmers' Co-operative Association has been receiving bids for the sale of its elevator at Mapleton, Minn.

J. J. Litcher has sold a half interest in his elevator and coal business at Lewiston, Minn., to Oscar P. Boysen, of St. Charles.

The Red Lake Falls Milling Co. is tearing down its elevator at Thief River Falls, Minn., and will build one at Badger, Minn.

The elevator erected by Stamm Bros. at Lomira, Wis., is one of the largest in that section. The machinery will soon be installed.

An elevator has just been completed for the Hanson-Barzen Co. of Thief River Falls at Fox Station, Minn., between Roseau and Badger.

The Independent Grain Co., composed of local business men, has been organized at Foley, Minn., and will build an elevator this fall.

H. C. Ervin, of St. Cloud, Minn., is building a 25,000-bushel elevator. The Burrell Engineering and Construction Co. has the contract.

The Parker Elevator at Hadley, Murray Co., Minn., was sold by the sheriff at public auction October 5 to satisfy a mortgage for \$2,154.

The negotiations between the Dale Farmers' Elevator Co., of Dale, Minn., and the Federal Elevator Co., of that place, for the acquirement of the latter's property have been called off. The farmers

offered \$3,500, but the Federal people wanted \$5,000. The farmers will build.

The Farmers' Grain Co., with \$5,000 capital, has been organized at Schleisingsville, Wis., by G. S. Giudice, John F. Mayer, Herman Eissner and others.

A. E. Sutliff and J. W. Froechlich are organizing the "Tomahawk Grain Co.," at Tomahawk, Wis., and will erect an elevator and possibly a potato warehouse.

M. Hoeschen and G. Uhlenkott, of Freeport, Minn., have bought the Interstate Elevator at that station and will use the machinery at their new elevator at Esarn.

The Farmers' Mutual Elevator Co., of Lismore, Minn., has installed a new scale in the top of its elevator for weighing the grain just before it is dumped into the cars.

The Spaulding Elevator Co., of Warren, Minn., has purchased the three elevators owned by E. G. Philbrook, of Lankin, N. D., to the Lankin, Fairdale and Loma houses.

The Skel-Moen Elevator at Vernon Center, Minn., has been taken down and removed to North Dakota. Two elevators will hereafter handle the grain markets at Vernon Center.

The Brown Valley Farmers' Elevator Co., of Brown Valley, Minn., has acquired ownership of the Duluth elevator at Beardsley, Minn. W. R. Smith, of Brown Valley, will be manager.

The Door County Equity Elevator Co. has filed an amendment to its articles of incorporation with the Secretary of State at Madison, Wis., increasing its capital stock from \$8,000 to \$20,000.

The Sage Bros. Grain Co., of Kasota, Le Sueur County, Minn., has been incorporated with a capital stock of \$50,000. The incorporators are: L. B. Page and S. B. Page, Kasota, and Andrew F. Brenner, Minneapolis.

The Great Northern Railway's new concrete elevator with a capacity of 2,200,000 bushels has been completed at Superior, Wis. The total storage capacity of the Great Northern system now is 6,200,000 bushels.

The Stillwater Equity Market Association, of Stillwater, Minn., made up of about 300 members, of the Booster Club and farmers of the American Society of Equity, has purchased the elevator and feed mill of Fred Luchsinger of that place. C. E. McGuire will be manager.

The St. Anthony & Dakota Elevator Co. has filed amended articles of incorporation with the Secretary of State at Minneapolis, Minn. The company's limit of indebtedness is increased to \$5,000,000 and it acquires the right to sell and buy grain, flour, coal and wood, to operate stores and lumber yards.

The La Crosse Grain Co., of La Crosse, Wis., successors to the S. Y. Hyde Elevator Co. and the Pierce Stephenson Elevator Co., has removed its general offices from La Crosse to Spring Valley, Minn. The company operates a line of fifteen elevators from Rushford to Alden on the Southern Minnesota division and five elevators on the Great Western road.

#### CANADIAN.

The Export Elevator Co. has started at Calgary, Alta.

Two large elevators are being erected in Strathclair, Man.

The fourth elevator for the town of Lanigan, Sask., is being erected.

W. A. Caswell has purchased the municipal elevator at Qu'Appelle, Sask.

Wright Bros. of Glenavon, Sask., have erected an elevator in that village.

An elevator is being erected at Osage, Sask., with a capacity of 150,000 bushels.

The capital stock of the Alberta Grain Co., Ltd., Calgary, Alta., has been increased.

The Security Elevator Co. has opened its new elevators at Unity and Vera, Sask.

The Fillmore Farmers' Elevator Co., Ltd., has been incorporated at Fillmore, Sask.

The Globe Elevator Co., Ltd., has been organized at Calgary, Alta., with \$600,000 capital stock.

An elevator with a capacity of 25,000 bushels is being erected for D. Rabbitt at Daysland, Alta.

Work will shortly be commenced on the new elevator for the Great West Grain Co. at Daysland, Alta.

The Lyleton Grain Growers' Elevator Co., Ltd., has been formed at Lyleton, Man., with \$15,000 capital.

The Pasqua Farmers' Elevator Co., Ltd., Pasqua, Sask., has been dissolved and the name removed from the register.

The North Star Grain Co., Ltd., has been incorporated with \$500,000 capital at Winnipeg, Man. It will deal in grain, own and operate elevators and warehouses. The provisional directors are: W. A.



Anderson, H. R. Soot, J. A. Mackray, F. J. Sharp, H. Dunk, Winnipeg.

Bids are being received for the brick work on the power house of the C. P. R. Elevator, which is being erected at Victoria Harbor, Ont.

The following have registered in Edmonton, Alta.: Cummins Grain Co., Ltd.; National Elevator Co., Ltd.; Security Elevator Co., Ltd.

The Caron Farmers' Elevator Co., of Caron, Sask., has had its name changed to the Caron Farmers' Elevator and Trading Co.

The Bulyea Farmers' Elevator Co., Ltd., has incorporated at Bulyea, Sask., under the Northwest Territories Ordinance respecting companies.

The Yorkton Cereal Mills Co., Yorkton, Sask., expects to have its \$25,000 combination oatmeal mill and elevator in operation by December.

The Massey-Harris Co., will erect a large distributing warehouse at Arcola, Sask., to hold supplies for the entire district from Antler to Tyvan, it is reported.

The large elevator that has been in course of erection for John Richardson & Sons at Wainwright, Alta., was completed the latter part of September. It has a capacity of 35,000 bushels.

The grain at Swarthmore, Sask., is turning out more satisfactory than was anticipated, wheat going from 25 to 35 bushels to the acre; oats yielding 50 to 70 bushels to the acre, and barley as high as 40 bushels to the acre.

The Saskatchewan Grain Growers' Association has started a movement for the organization of Western farmers. During October an automobile trip will be made throughout the province and more than sixty meetings will be addressed.

The addition has been completed to the Taylor Milling & Elevator Co., at Lethbridge, Alta. The concern is now building an elevator at Diamond City with 55,000 bushels capacity and is reported to be considering the advisability of erecting one at Nanton.

N. D. O'Leary, formerly of Detroit, Mich., and John Gillespie, of Edmonton, Alta., have bought the mill and elevator at St. Albert, Alta., which was formerly owned by the town. The mill has a capacity of 150 barrels a day, and the elevator holds 40,000 bushels.

Only grain for export has been received at the Montreal Harbor Commissioners' Elevator since Sept. 2. It was closed for all local grain. It is said that the question of building another elevator at Montreal, under the commissioners' control, at a cost of \$2,000,000, is to be brought to the attention of the Dominion Government.

Articles of incorporation under the Dominion Companies' Act have been filed by the Norris Grain & Elevator Co., Ltd., at Winnipeg, Man. It will carry on a general elevator and warehouse business with \$150,000 capital. The provisional directors are J. S. Norris, of Montreal; H. N. Baird and R. D. Stratton, of Winnipeg; F. Heap, of Selkirk.

Articles of incorporation under the British Columbia Companies' Act have been filed by the Burrard Grain Co., Ltd., with \$5,000 capital. The company will carry on in British Columbia, throughout Canada and elsewhere the business of manufacturers, millers and warehousemen of flour and other grain products, and in connection therewith to own and operate elevators, wharves, warehouses, etc.

The Alberta Pacific Elevator Co. plans to erect four elevators at Vancouver, B. C., this program to extend over several years. Each elevator is to have a capacity of one million bushels and will be built on the unit system, each unit with a capacity of 250,000 bushels. The company is now building the Globe terminal elevator at Calgary, with a capacity of one million bushels, one-quarter of which storage will be ready for this season's crop. The principal shareholders are said to be North Dakota bankers. The company owns some ninety elevators and warehouses in Alberta.

The first car of new corn, 1909, was received in Chicago on October 8 from Indiana. It graded No. 3 white and was shipped to Bartlett-Patten over the Illinois Central Railroad. Peoria also had new corn the same day—two cars—of which one was no grade and fair, and the other no grade, but of excellent quality.

The Canadian Government on September 20 issued a statement showing the recent exports of wheat, barley and oats, as follows, in bushels: Harvest of—

	Wheat.	Barley.	Oats.
1900.....	9,359,640	2,412,972	8,106,680
1905.....	41,905,937	982,738	3,869,302
1908.....	45,871,098	2,702,154	4,829,025

The wheat exports of the crop of 1908 were supplemented by 10,000,000 bushels in the form of flour, making the total for the year about 56,000,000 bushels, or about 18,000,000 bushels less than the total quantity of wheat inspected for sale in the three Western provinces.

## THE EXCHANGES

The Lincoln, Nebr., Grain Exchange is ready to begin business.

The Minneapolis Chamber of Commerce abandoned its session for September 23 out of respect for the memory of the late Gov. Johnson.

J. R. Tomlin Grain & Commission Co. of Wichita will contest the legality of the \$200 license fee exacted of grain brokers by the city ordinances.

The municipal affairs committee of the New Orleans Board of Trade, declaring that local rates are 40 per cent higher than justified, on the basis of an exhaustive investigation of the insurance situation, recommends that a state insurance commission be appointed to have absolute control over insurance rates in Louisiana.

The annual report of the Chicago Board of Trade Mutual Benefit Association filed on September 24 showed that despite losses of twelve members by death and lapses the organization made 177 net gain in membership, which now totals 876, the largest in its history. Beneficiaries have been paid \$515,250.29 in the seventeen years and there are now four death benefits aggregating about \$12,000 in process of collection.

The Chicago Board of Trade committee appointed to look into the proposition requiring margins on trades in cash grain sold for future arrival, according to the plans outlined at the Princes Theater meeting September 17 consists of Robert McDougal, chairman; E. L. Merritt of W. H. Merritt & Co., H. G. Campbell of the Armour Grain Company, Fred Uhlmann of the J. Rosenbaum Grain Company and W. S. Dillon of C. L. Daugherty & Co.

There was a furore in the Chicago grain pit on September 3 when "Sep. wheat," by a sudden and unexpected squeeze credited to T. H. Waterman of Albany, N. Y., was forced up by 14c to \$1.20. The affair looked so much like a manipulation that a special committee of the Chicago Board of Trade was appointed to investigate, composed entirely of Board of Trade directors, to-wit: Frank M. Bunch is chairman and the other members are S. P. Arnot, J. C. F. Merrill, Frank Rice and Harry Boor.

The Minneapolis Chamber of Commerce has withdrawn its contribution of \$1,000 annually to the St. Anthony Park Experiment Station. There is a feeling of dissatisfaction on the part of the grain trade over the introduction and increased production in recent years of durum wheat and the variety known as velvet chaff, says a local reporter. The milling trade does not favor these varieties, and prominent millers, although desiring not to be involved in any dispute over the matter expressed themselves today as disinclined to contribute any longer to experiments necessary in those directions.

The St. Louis Merchants' Exchange has established a "publicity bureau," in the office of which is a map of Missouri and neighboring states on which are indicated all cities and towns that do business in grain as shippers, brokers, etc., with St. Louis or which publish St. Louis grain reports. Bert Ball is manager. "St. Louis," says the publicity agent, "is the third grain market in importance in the United States." "We want to get at least a third of the publicity." The bureau sent out, through members of the Merchants' Exchange, 20,000 invitations to men interested in the grain business to attend the Centennial week celebration and visit the Exchange.

### NEW RULE AT DULUTH.

Sec'y Chas. F. MacDonald under date of October 1 reports that the Duluth Board of Trade has amended its rules to provide for interest on advances, to be charged at the legal rate in force in the state of Minnesota, instead of "at the current rate of interest," formerly provided. The legal rate in Minnesota is 6 per cent.

The Milwaukee Chamber of Commerce on October 1 put into effect an amended rule by which receivers are permitted to charge the current rate of interest on advances. The rule formerly required a minimum charge of 6 per cent per annum. The amendment provided that the finance committee shall cause the current rate of interest to be posted upon the bulletin board on the first day of each month. Five per cent is the minimum rate fixed upon to be charged for the month of October.

### CALGARY GRAIN EXCHANGE.

The Calgary Grain Exchange began operations September 28. The telegraph instruments have been installed and on September 29 the first quotations were received. There will be no buying on margin, and only cash grain is to be handled, on account of the lack of terminal or storage facilities.

The officials of the exchange are as follows: President, L. P. Strong; vice-president, W. Carson; treasurer, C. W. Rowley; secretary pro tem, A. B. Campbell; directors, Messrs. L. P. Strong, J. McFarland, W. Carson, Arthur Pearson, J. K. Cummings, C. W. Rowley, E. M. Wallridge, A. B. Campbell, L. W.

Leismer, F. H. Brown, G. R. Stevenson of Staveley, K. L. Brackett, P. J. Bergeron, S. Helings of Nanton, and S. W. Henderson of Winnipeg. Except as otherwise mentioned the directors are all Calgary men and in most cases are the local agents of Winnipeg grain companies.

### ELECTION AT MINNEAPOLIS.

At the annual election of the Minneapolis Chamber of Commerce on October 7, G. F. Ewe, of the Van Dusen-Harrington Co., was chosen president and F. B. Wells, of F. H. Peavey & Co., vice-president.

For board of directors those elected were: Franklin M. Crosby, J. L. Tracy, A. H. Poehler, John D. McMillan and C. A. Magnuson.

D. A. McDonald, W. R. Beatty and J. E. Getchell were elected members of the board of arbitration and H. G. Fertig, Thomas N. Taylor and George A. Duvigneaud of the board of appeals.

### WINNIPEG GRAIN EXCHANGE.

The annual meeting of the Winnipeg Grain Exchange was held in September. President H. N. Baird in his annual address reviewed the matters that have been of most moment to the Exchange during the year. He said, in reference to the abolition of the commission rule, that, "This puts the trade, if I may use the term, on a 'free-for-all' basis, or in other words, our members are enabled to pay to owners of grain in the country any price they desire to, without regard to the actual mark or values regularly established on the floor of the Exchange. Personally I have always been, and am still, of the opinion that to preserve stable markets, with uniformity and discipline amongst our members, a commission rule is absolutely necessary; and perhaps in a short time, after the suspension of the rule is given a fair trial the Exchange may see its way clear to rescind the suspension. Personally I strongly hold that, viewing conditions from all business standpoints, a commission rule is essential, but under the existing circumstances the value of such a rule can best be recognized during a fair trial of its suspension."

Pres. Baird congratulated the Exchange on the organization of the Lake Shippers' Association, the object of which is to prevent the diversion of lake grain to American ports. The establishment of a registry of warehouse receipts is also a matter of congratulation.

As to the Chicago conference, of September 17-18, Pres. Baird said: "I have noted with much interest that the Chicago Board of Trade has issued notices for a conference, inviting thereto representatives from all grain and produce organizations throughout the United States and Canada, with the object that a general discussion may be had on certain subjects appertaining to the general welfare of the grain trade, and especially to put before the public eye the real benefit that a grain exchange or board of trade affords to the country at large."

"It is regrettable that little credit is given by the public to the usefulness of grain trade associations throughout the United States and Canada. When one considers the real value of such an institution it will be very readily seen that an exchange such as our own is one of the most important and necessary mercantile associations that exist as a factor for conducting the trade of any country. We have in the Exchange and its allied branches facilities for merchandising the great crop of wheat and coarse grains that is annually produced in Western Canada; and let me state that what this means to all other commercial interests is far from being recognized by the Canadian people and sufficient credit is not given this Exchange for performing this service. I sincerely trust that the conference that is to be held in Chicago will be the means of drawing the attention of the public to the usefulness and value of these associations."

The subject of "Trade with the Empire" was touched on in the following manner:

"In connection with the meeting during the present month in Sydney, N. S. W., of the Seventh Congress of Chambers of Commerce of the Empire, of which body this Exchange is a member, the matter of resolutions to come before the Congress was considered at a general meeting of the Exchange held on June 18, and the following resolution, applying to trade within the Empire, was adopted for presentation to the Congress and direction given that in view of the fact that the Winnipeg Board of Trade was sending two delegates to the Congress, a copy of the resolution be forwarded to the Board, viz.:

"Resolved, That this Seventh Congress of Chambers of Commerce of the Empire recognize the supreme present need of maintaining and promoting the unity and integrity of the Empire and is heartily in accord with the resolution adopted at the Fourth and Fifth Congresses, which expressed the opinion that the bonds of the Empire would be materially strengthened by a mutually beneficial commercial policy."

"That the principles governing the consideration and adoption of such commercial policy by the re-



spective governments of the Empire should be mainly as follows:

- "1. Protection from foreign competition.
- "2. Preferential treatment of each other by the component parts of the Empire.
- "3. The greatest freedom of trade within the Empire, consistent with the revenue requirements of the respective governments."

The following officers were elected for the ensuing year: President, George Fisher, by acclamation; vice president, A. D. Chisholm; secretary-treasurer, C. N. Bell, by acclamation; council, the officers and H. N. Baird, John Fleming, W. C. Leistikow, A. C. Ruttan, W. W. Black, G. V. Hastings, G. R. Crowe, Thomas Thompson, Andrew Kelly, C. Tilt, Donald Morrison; committee of arbitration, S. Spink, John Fleming, F. N. McLaren, Donald Morrison, C. Tilt, A. R. Hargraff, H. N. Baird; committee of appeals, S. P. Clark, E. W. Kneeland, W. W. McMillan, W. A. Black, Thos. Thompson, S. A. McGaw, W. L. Parrish.

#### CHANGES IN EXCHANGE MEMBERSHIP.

The following changes in Exchange membership during the past thirty days are reported:

**Baltimore.**—By Sec'y Wroth: Ed. C. Geyer, 7 W. Pratt St., is a new member in place of F. W. Florenz, same address, resigned.

**Chicago.**—By Sec'y Geo. F. Stone: New members: Robert Bruce Long, Charles Edgar Webb, Charles Delafra, Bought by the Board, Carl Bernhard Mueller, Bought by the Board, Joseph H. Frerick, John Jacob Schremer, Mark Mason, Alfred Fred K. Gerhart, Emile Maurice Larson, Edward B. Emmer, C. Walton Andrews, Charles Barrell Pike; withdrawn—Geo. A. Gleason, Allen H. Vaughan, W. H. Silberhorn, Luther Lee Smith, Thos. G. McCarthy, Est. of Wm. C. Gibhardt, David S. Mackay, Edw. C. Remick, Harry A. Thomson, Wm. W. Hunter, Est. of Henry Paieg, H. A. Lafrantz, Jas. H. Hamilton, Est. of John E. Dean.

**Cincinnati.**—By Supt. C. B. Murray: New members—Owen Evans, Henry A. Wess, Frank J. Darger; withdrawn—John Mackey, E. N. Laralde, Eugene W. Lewis.

**Duluth.**—By Sec'y Chas. F. MacDonald: New member—A. W. Withrow; withdrawn—Jos. P. Gage and C. F. Poehler.

**Milwaukee.**—By H. A. Plumb, secretary: New members—Peter B. Getchell, Samuel J. McCaull, David T. Finnie, Max P. Borchert, M. P. Schmitt, J. D. McMillan, Charles H. Quackenbush; withdrawn—L. A. Bearman, W. B. Gueinzus, Chas. C. Blodgett, P. M. Ingold, Frank Hoag, R. G. Butler, H. J. Hollister.

**New Orleans.**—By Sec'y H. S. Herring: The following were elected to membership during the month of August: W. O. Hudson, representing the Marine Oil Co.; Jas. Ruether, baker; Frank Davies, dealer in railroad equipment; A. Marx & Sons, represented by Edward Marx, merchants; A. M. Lockett, of A. M. Lockett & Co., Ltd., contracting engineers; Bernard Klotz, Jr., of the Klotz Cracker Factory, Ltd.; W. S. Dirker, of the American Can Company; Fred. L. Joubert and W. E. Payne, of the firm of Payne & Joubert Machine Foundry Co.; Segrave, Katz Grain Company; H. G. Lawler, Jr.; F. J. Mangham, manager Estate of Chas. Feahney.

New members admitted during the month of September: Full membership—O. Lacour, Chas. F. Tete, J. B. Levert, Jr., Alf. V. Beer, Crescent Ice Co., Emile Hoehn; visiting membership—J. F. Coleman, C. K. Lincoln, Jr., Jules Dreyfus, Nathan & Fettis, A. Cusimano & Co., Jose E. Rosado.

**Philadelphia.**—By Frank E. Marshall: Samuel I. Mitchell, 424 Bourse, flour broker; and Harry S. Beaton, succeeding Beaton Bros., 54th and Woodland avenue, grain and feed, are the applicants for membership on the Commercial Exchange who will be elected on the 14th Oct., the date of the monthly meeting of the Board. E. K. Freed of North Wales, Pa., an old member, has resigned; he is now devoting himself to banking, having made sufficient to warrant his retirement. He has been a member since 1862, and was a prominent miller until a few years ago, when he sold out.

**San Francisco.**—By Sec'y T. C. Friedlander: New members—Ellis Hart, Golden Eagle Milling Co., to succeed D. B. Fairbanks, deceased; Ralston Vollmer, Inland Grain Co., to succeed John Fonesbeck; H. G. Samuels, Bryan & Logan, stocks and bonds, to succeed W. Cerke; R. D. Joyce, Globe Grain & Milling Co., to succeed W. E. Keller.

#### KING ON THE CONFERENCE.

Our boy Solomon talks! Candidly, if not diplomatically. He modestly declined to speak at the Chicago banquet last night, with Speaker Cannon and King Patten. He suggested that King Patten be invited because he is a national character. Our boy Solomon might have said:

Mr. Chairman and Fellow Sufferers:—The Chicago Board of Trade certainly makes an ideal host. The Toledo delegation fully appreciates your great kindness. The business meeting today and banquet tonight have done much good, especially to those of

us who did not partake of any refreshments this noon. Your joy-water has greatly exhilarated us. I am naturally tongue-tied on such occasions, but I feel now like doing something great. I feel like resurrecting Walter Wellman, and looking for the North Pole. My neighbor calls time. He says I have made enough unnecessary remarks. He suggests that I settle down to the meat course and say something. Here it goes.

You are all suffering from Marketitis. Last year the disease took an aggravated form of Pattenitis. Now it is a September attack of Marcyitis. You all need field glasses. These temporary conditions must be carefully watched every day by the active traders, but what of the future? The Boards of Trade are where the grain trade of the world meets every day. What have they done to elevate and broaden the business in late years?

All markets have their faults. Why not get together and progress? Large majority have apparently adopted uniform grades, but some do not enforce them. Who dopes their One Northern with velvet chaff? Should Two Red contain garlic and vary in different markets? Do buyers of futures get an average of the grade? They do in Toledo, but not in some others. Are the grain markets properly advertised? Some of the press associations almost ignore them, especially in the East. Chicago gets a few lines in some, but the others are ignored. Newspapers devote pages to sport, but only a few sticks to the grain markets, which directly and indirectly interest more people. Farmers millers, grain dealers, speculators, railroads, bankers, manufacturers, jobbers and retailers, all watch the crops and prices. The model housewife watches the price of flour. What have the Boards of Trade done to stimulate the newspapers and press associations? Why are so many people who can tell the difference between national and faro banks, blind to the difference between legitimate boards of trade, which move the crops, and the bucket-shops where mere bets are made upon stolen quotations? Why do many country dealers and millers fail to appreciate the benefits of trading in futures? Because Boards of Trade do no broaden out and educate. Start right. Establish uniform grades and have them enforced by Government supervision. Secure a national law to remove the bucket-shop cancer. Start your publicity bureaus and expand.—C. A. King & Co.

#### OBITUARY.

Edward Burke, a deputy grain inspector of Minneapolis, Minn., died on September 25 in that city. He was born in Winona, Minn., 49 years ago, but had lived in Minneapolis most of his life. He was prominent in politics.

E. W. Eames, for many years one of the leading grain merchants of Buffalo, N. Y., and formerly president of the old Merchants' Exchange of that city, died on September 16. Until two years ago he was vice president of the Western Elevating Association. He is survived by two sons.

Robert Reineman, of Reedsville, Wis., superintendent for the Western Grain Co., was killed at Ashland, Wis., on September 16 when the cable which was being used in loading grain snapped and he was struck on the head and skull fractured. He was still in the twenties, unmarried and is survived by one brother.

Edward R. Woodrow, a member of the firm of Scott H. Woodrow, wholesale grain dealers, died on September 9 at his home in Columbus, Ohio, after an illness of a year's duration, at the age of 63 years. He had been a resident of Columbus 23 years and was a veteran of the Civil war. He is survived by a daughter and son.

Bruce Douglas, for many years a member of the old wholesale grain firm of Byrd Douglas & Co., Nashville, Tenn., died in that city on September 12 after a lingering illness. For some years he had not been actively engaged in business. He was born near Nashville and is survived by his wife and two children, also a brother and sister.

William H. Harper, a grain merchant for many years prominent in public affairs and political life, died at his home in Chicago on September 22, of paralysis, at the age of 64 years. His first political appointment was as chief grain inspector in 1873. He was the founder and general manager of the Chicago & Pacific Elevator Co., and author of the high license law which has been in force in Illinois since June 15, 1886. He was also the organizer and first president of the Grand Pacific Hotel Co., Chicago. He aided in passing the legislation that made the Drainage Canal a possibility. He is survived by two daughters and one son.

Broom corn at Arcola, Ill., reached \$175 per ton on September 13, the highest mark in twenty years. This was for new corn standing in the field. One car of old corn sold at \$190. At St. Louis ten days later dealers were predicting \$300, a quotation of \$200 having been recorded.

## COMMISSION

The Bennett Commission Company of Topeka is no longer engaged in the grain business.

The J. Rosenbaum Grain Company of Chicago, Ill., has made arrangements to operate the Rock Island elevator at Kansas City, Mo.

The O. A. Paulline Grain Commission Company of Wichita, Kan., has gone out of business, due to the retirement of the head of the firm, O. A. Paulline.

Geo. M. Le Count will arrive at Argentine Republic about November 2 and will cable news regarding the crops to Finley Barrell & Co., Chicago.

The Kehler Flour Mills Company is now operating Central Elevator "B" at St. Louis, Mo. The elevator is the property of the heirs of J. B. M. Kehler.

F. M. Powell, formerly in the grain business at Tuscola, Ill., has gone with Arthur Sawers of the Postal Telegraph Building, Chicago, and will represent him in Illinois and Indiana.

O. A. Bruso of Rubins & Bruso, Buffalo, N. Y., recently received the renomination for alderman in his home ward. His election seems assured for the other party also indorsed the nomination.

John T. Gibbons has purchased the grain interests at New Orleans, La., of the B. F. Clover & Son Commission Company. The amount involved was reported at about \$300,000 and includes a grain elevator and warehouse.

Arnot & Co. of Chicago have secured the services of Mark Mason, who will have charge of the cash grain department of their business. Mr. Mason has been for many years identified with the cash grain receiving interests of Chicago.

The Williams-Hurst Co. has been organized at Wichita, Kan., to carry on a general grain commission business. The firm is composed of Harry J. Williams, recently with the Paulline Commission Co., and A. J. Hurst of Kansas City.

The H. C. Tomlin Grain Company of Kansas City, Mo., has discontinued its option business at the Wichita office, having sold same to the Christopher Grain Company, and will devote its entire time to its cash business. W. H. Burns is the local manager of the Wichita office.

The Montana Central Elevator Company has been incorporated at Minneapolis, Minn., with a capital stock of \$50,000. The incorporators are W. W. Cargill of La Crosse and D. D. and J. H. MacMillan of Minneapolis. The company will build five or six elevators at points in Montana as a start to developing that part of the state tributary to Minneapolis.

The Townsend-Ward Company of Buffalo, N. Y., have consolidated their Cleveland office with the home office at Buffalo and all business will be done hereafter from the Buffalo office. Mr. Ward, who has had charge of the Cleveland office, will visit the firm's trade on the road for some time, while Mr. Townsend remains at the head of affairs at Buffalo as formerly.

Besides being adorned with a picture typical of October month, the Gale Bros. Company calendar for October has the following verse:

Let us all prepare for Halloween  
With its mystic signs and fairy dreams,  
Let us not forget what we may gain  
By shipping our wheat and other grain  
to Gale Bros. Company, Cincinnati, Ohio.

The Stebbins-Witt Grain Company was formed at Indianapolis, Ind., October 1 to carry on a general grain commission business, with offices in room 715, Board of Trade Building. Both members of the new firm are well known to the grain trade. Geo. L. Stebbins has been manager of the Cleveland Grain Company office at Indianapolis for several years and left that office October 15 to join the new firm. He will have charge of the office affairs. Frank A. Witt was until recently engaged in the grain and milling business at Thorntown, Frankfort, Lebanon and Whitestown, Ind. He will represent the firm on the road.

#### RESULTS FROM CARELESS SHIPPING.

Consul Walter C. Hamm, at Hull, writes that early in 1907 he sent two reports showing the careless way in which corn was often shipped from America to Hull and the damaged condition in which it arrived. It was hoped that by bringing the matter to the attention of American exporters an improvement in loading would follow. Judging from the case now in the British admiralty court of Hull, the particulars of which are added, the exporters of corn in America have not yet learned the lesson. The case is reported as follows:

"The action was brought to recover \$312.14 for damage to a cargo of maize brought to Hull on board the steamship Aisleby. For the plaintiffs it was claimed that in all 100 tons were shipped fore and aft of the ship at New Orleans. The ship arrived at Hull February 4, 1908, and the freight was paid under a threat of writ on April 10, and this



action was commenced three days later. It was regrettable that the trial had been delayed so long, because an important witness for the plaintiffs had since died. The complaints were threefold. There were four holds, and the maize was placed at the bottom of each hold up to a certain depth. The principal damage was done in the hold abaft the engine room. The maize was stuck to the bulkhead, and it was more or less heated, it being to some extent burned brown. The engine room, it was claimed, should have been protected to prevent that occurring. In that hold twenty-two hundredweight, one quarter, were damaged. The next point was as to the sounding pipe, the wood casing of which was wet and defective, and the whole of the space that should have kept the sounding pipe from the cargo was filled with damaged maize, three hundredweight, three quarters, being damaged. Damage was also caused by a hole in the top deck through which the pipe was taken, and water had trickled; eight hundredweight, three quarters, were thereby damaged.

"The captain said the temperature one foot from the bulkhead in the hold next to the engine room was 108 degrees F. The defense was a denial of the plaintiff's case. The damage was described as being due to 'inherent vice.' The foregoing may suggest some reason why importations of corn into England from Argentina are increasing."

## ASSOCIATIONS

The Indiana Grain Dealers' Association will hold the annual meeting at Indianapolis on January 11 and 12, 1910.

The next annual convention of the Grain Dealers' National Association will be held at Chicago on October 10, 11 and 12, 1910.

Sec'y Smiley of the Kansas Association has issued supplement No. 1 to Directory No. 16 of the "Regular Grain Dealers of Kansas," dated September 10.

The Ohio Grain Dealers' Association will hold the fall meeting at the Chittenden Hotel, Columbus, on October 26, 1909. The Governor will address the meeting as will also other noted Ohioans not grain dealers but interested in the production and marketing of grain.

The following have made application for membership in the Kansas Grain Dealers' Association during the month of September: Strine Bros., Monrovia; Emil Brunner, Hope; O. L. Crouch, manager Blackstone Independent Grain Co., Caldwell; and Durham Grain Co., Durham.

The following new members of the Grain Dealers' National Association were enrolled after the August number of Who is Who in the Grain Trade was issued up to September 16: Direct—George M. Warner, S. J. Clevenger, E. K. Lemont & Son and J. B. Pultz & Co., Philadelphia; Brainard Commission Co., Power, Son & Co., Knight & McDougal, M. B. Jones & Co., Parker & Graff, Gibbs & Robinson, B. F. Schwartz and Clearman & Stenson, New York City; The Townsend-Ward Co., The Churchill Grain & Seed Co., Seymour Grain Co., Pratt & Co. and Adler & Stofor, Buffalo; S. E. Faithful and W. D. Fulton, Boston; Oklahoma City Mill and Elevator Co., Oklahoma City; and Edward C. Bassel, Clarksburg, W. Va. Associate—Lunham & Moore, New York City.

The secretary of the London Corn Trade Association announces that the executive committee has adopted the following amendment to the arbitration rule, which will apply to all contracts made on and after September 1 next:

"No award shall be questioned or invalidated on the ground that any of the arbitrators is not so qualified as aforesaid, unless objection to his acting be taken before the award is made."

"The arbitrators appointed shall be, in all cases, at the time of appointment, principals engaged in the corn trade as merchants, millers, factors or brokers, or directors of a company so engaged, and shall also be members of, or partners in a firm, or directors of a company, members of the London Corn Exchange, the Baltic, or the London Corn Trade Association, and residing in the United Kingdom."

Bad order cars continue to reach St. Louis, as they do other markets. John Dower, supervisor of weights, reporting that on the hold tracks of the city 1,803 cars arrived leaking and 359 without seals. There were 225 windows unsealed or open.

In order to perpetuate the memory of her father, Joseph Cushing, founder of J. Cushing & Co., grain dealers and millers, Mrs. Charles P. Dickinson has given the Cushing homestead and adjoining land on Holt Street, near Hastings Hall, to the Fitchburg Union Aid Home for Children at Fitchburg, Mass. The Cushing home is now used by the Children's Society. It is estimated that the property is worth \$10,000. Mrs. Dickinson gives the property to be used for the needy children of Fitchburg without distinction as to race, color or nationality.

## IN THE COURTS

H. H. Dils, engaged in the grain and feed business at Shelbyville, Ind., has made an assignment; assets, \$4,000; liabilities, \$5,000.

The hearing of the case of J. W. Radford, former chief grain inspector of Kansas, in which the state charges a shortage, has been going on at Kansas City, Kan., very slowly, however.

Suit for \$20,000 damages has been instituted against the Cedar Rapids Grain Co. at Cedar Rapids, Iowa, for the death of Franklin R. Zimmerman, who lost his life in a fall while working on the company's building.

E. F. Sherman of Allegan, Mich., has begun suit against the Lake Shore & Michigan Southern Railway Co. for \$25,000 damages which he claims as loss by fire to his elevators, which burned recently. He alleges the fire was caused by sparks from a locomotive.

The elevator mills, offices, etc., embracing the Hardy Grain Co., which recently made an assignment following the tragic death of George Hardy, will be sold at public auction in the near future. The creditors held a meeting at Union City, Tenn., recently to consider the advisability of continuing the business, but their efforts were futile.

The holdings of the Bunch Grain Co. at Hot Springs, Ark., exclusive of the accounts, were sold by Receivers H. K. Cochran and C. C. Kavanaugh October 7 to C. J. Horner of that city, for \$10,000. The total receipts from the Hot Springs property will reach \$25,000. It is asserted banks and other creditors will not lose a cent by the failure.

B. R. Beall has brought suit to recover \$2,165, the price paid for the seat formerly held by the Beall Grain Co., which suspended business in 1905, on the Kansas City, Mo., Board of Trade. The Adams Grain Co. and two other creditors of the Beall Grain Co. also want the money. A committee of the board in 1905 decided the Adams Grain Co. was entitled to the money.

The hearing of the action of the Farmers' Elevator Co. of Gowrie, Iowa, against the Iowa Implement & Vehicle Association in the District Court at Fort Dodge, Iowa, has attracted much attention. Plaintiff seeks to enjoin defendant association from objecting to firms and manufacturers selling their wares to the plaintiff company. The latter asserts that if the injunction is denied it will be eliminated as a possible competitor.

Garnishment proceedings have been instituted by L. W. McCord & Co. vs. G. P. Gentry & Sons, doing business as the Ewart Grain Co. at Lincoln, Neb., for \$10. Plaintiffs allege they shipped 6,000 bushels of corn to the defendants at Memphis, Tenn., to be disposed of as accounted for by the defendants. Plaintiffs drew drafts on defendants for \$3,380. Defendant company, however, failed to account to plaintiff for corn delivered, according to the latter, and the services of a man who investigated the accounts amounted to \$10. Suit is brought to recover this amount.

Attorney General Jackson of Kansas has filed five additional counts against J. W. Radford, late chief grain inspector of Kansas, charging him with misappropriating state funds while in charge of the grain inspection department. The total of the five additional counts is \$757 and this amount brings the grand total which Radford is charged with misappropriating up to \$22,123.70. Some testimony has been taken in the case against Radford, but because of more important business demanding attention from Attorney General Jackson, it has been continued.

Sherman R. Norris, president of the Minnesota Grain Indemnity Co., arrested last July, was arraigned before Judge Holt in the District Court at Minneapolis on September 27 on two charges of grand larceny in the second degree. Both cases were set for trial October 11. Bail was fixed at \$3,500, which was furnished. Owen M. Morris and Gertrude Black were the complaining witnesses, although twenty witnesses were examined by the jury. It was alleged in the indictments that Norris represented to Morris and Miss Black that he would invest their money in grain and stocks, and that he failed to do so.

Five indictments were voted by the grand jury at St. Louis on September 21 against five stock and grain operators, two of them members of the Merchants' Exchange, charging them with setting up and maintaining bucket shops. Bench warrants were issued for the arrest of the defendants. The parties named in the indictments are Frank J. Miner, manager of the Merchants' Stock and Grain Co.; Geo. Harris; Chas. D. Lightner; Antonio J. Chenier, president of the Merchants' Stock and Grain Co., and Wm. F. Ryan, of Wm. F. Ryan Co. Ryan and Miner are members of the Merchants' Exchange. The men named gave bonds. President Scharff of the Exchange expressed surprise when informed that two of the men arrested were members of the Merchants' Exchange. "If any of our members are involved in these concerns we

will proceed against them as we would an outsider accused of conducting a bucket shop," he said. "It is the intention of the exchange to give every possible assistance to the authorities. In this specific case I can say nothing, as the facts have not been officially submitted to me, and no one can be condemned without a fair trial. I am not prepared to say what penalty will be inflicted or what action will be taken."

The United States Commissioner at Boston, Mass. is hearing the case of Louis Canner, Benjamin S. Canner and Jacob Freedman, charged with conspiracy to conceal assets in bankruptcy belonging to the creditors of the Marshall Hay & Grain Co. of East Boston, Mass. Miss Rebecca Barkin, bookkeeper of the concern, admitted she made a false statement when she said she had not torn pages from a ledger to conceal assets.

H. G. Anderson, a Buffalo, N. Y., grain dealer, was recently awarded \$645.29 damages by a jury against Henry V. Burns, a malster of that city, for breach of contract. Mr. Anderson sold six carloads of Canadian barley to Mr. Burns for \$1.09 a bushel. After four carloads had been delivered Mr. Burns refused to accept any more, asserting it was not as good as the sample from which he had made the order. Mr. Anderson kept the two cars until storage, interest and insurance on them amounted to \$73.60, and then sold the grain at a price amounting to \$544.04 less than Mr. Burns had agreed to pay. The verdict is for the full amount of Mr. Anderson's loss.

### Object of Ownership Clause in Insurance Policy.

The clause of a policy of insurance providing that it shall be void if the insured's interest is other than sole and unconditional ownership, or the subject be a building on ground not owned by the insured in fee simple, the Supreme Court of California says (McCullough vs. Home Insurance Co.), is designed to remove from him the temptation to profit by the willful destruction of property not entirely owned by him. An equitable title in the insured is, however, a sufficient compliance with the condition in question.

### Validity of Provisions in Fire Insurance Policy

Covenants in fire insurance policies for appraisal by arbitrators of the amount of the loss, the Supreme Court of Florida holds (Southern Home Insurance Co. vs. Faulkner), are valid and binding upon the parties; and when such policies further provide that the sum for which the insurer is liable shall not become payable until 60 days after an award by such arbitrators has been received by the insurer, when an appraisal has been required, or that no suit upon the policy shall be sustainable until after full compliance by the insured with all of such requirements, then such arbitration and award are conditions precedent to the right of the insured to an action upon such policy, where the insurer has demanded such arbitration and award.

### Rights of Consignee When Carrier Wakes Wrong Delivery.

Demand for goods wrongfully delivered by a common carrier, the Supreme Court of Appeals of West Virginia holds (Clarke-Lawrence Co. vs. Chesapeake & Ohio Railway Co., 61 Southeastern Reporter, 364), is not a prerequisite to the maintenance of an action for breach of the contract.

A contract limiting the liability of a common carrier to a certain amount in case of loss of or injury to the goods, in consideration of a reduced freight rate, does not limit the recovery in case of a delivery of the property to a wrong person, since a wrongful delivery is deemed not to have been within the contemplation of the parties. A wrongful delivery by a common carrier is technically a conversion of the goods; and the measure of damages is the value of the goods at the place stipulated for delivery, and interest thereon from the date on which the delivery should have been made; but if the goods be reclaimed by the carrier and tendered or delivered to the consignee, or the proceeds thereof paid to him, such tender, delivery or payment will mitigate the damages.

But if goods intrusted to a common carrier for shipment have been sold in advance of delivery for use on a special occasion and, in view of peculiar and unusual conditions, at prices yielding profit, and such expected profit is lost by reason of delay in carriage or a wrongful delivery, it is not recoverable as part of the damages, unless the carrier had knowledge of the existence of the contracts or the special purpose for which the goods had been purchased and shipped.

A rejected compromise proposition made to a consignee of goods by a person to whom they have been wrongfully delivered by the carrier for the purchase thereof and payment of a profit on the same, neither bars an action against the carrier for breach of its contract nor works a mitigation of the damages.

Pana, Ill., reported a load of new corn on September 18. It brought 50c.



## HAY AND STRAW

The alfalfa mill at Ellinwood, Kan., is about completed.

The Florence Hay & Grain Co. has been incorporated at Florence, Ariz.

W. F. Kuhlman has installed some new machinery in his alfalfa mill at Cedar Vale, Kan.

The hay crop in Indian Valley, Plumber Co., Cal., is the largest ever known in that section.

Efforts are being made to interest the farmers in the erection of an alfalfa mill at Cuba, Kan.

The People's Oil & Cotton Co., of Wharton, Texas, will establish a plant at that place for grinding alfalfa.

The Valley Hay and Grain Co., of Brown City, Mich., has filed articles of incorporation with \$30,000 capital stock.

An alfalfa mill is being erected at Frizell, Kan. The structure will be of frame, with cement foundation and metal roof.

The hay business formerly conducted by Charles Holsinger & Co., at Kendallville, Ind., has been purchased by Butz & Smith.

C. H. Davis, who has been associated with W. M. Shaffer in the alfalfa mill at Hutchinson, Kan., has sold his interest in the plant.

Stock is being sold for the proposed alfalfa mill at Abilene, Kan., which Dr. Newton is promoting. The capital stock is \$200,000.

T. C. Cole organized a company and sold an alfalfa mill at Garden City, Kan. He may endeavor to build an alfalfa mill at Herington, Kan.

Wild hay is bringing a higher price at Greeley, Col., than it has since the hard winter of 1872. Double the usual price is being paid for alfalfa.

The indications are that an alfalfa mill will be erected at Mangum, Greer Co., Okla. The Mangum Chamber of Commerce has the matter in charge.

The prospects are bright for the building of an alfalfa mill at Fairbury, Neb., to cost \$12,000. The Fairbury Commercial Club has become interested.

Work on the new alfalfa mill at Belleville, Kan., is being pushed with vigor and it is expected that the plant will be completed before the end of October.

The El Reno Alfalfa Milling Co. of El Reno, Okla., has incorporated, with a capital of \$15,000. The directors are: J. T. Bradford, Karl E. Humphrey and W. S. Hanson.

Wyman and Shaffer, who are engaged in the alfalfa milling and coal business at Hutchinson, Kan., are erecting a new alfalfa mill, with a capacity of two tons an hour.

The new alfalfa mill at Manhattan, Kan., is being equipped with all modern appliances and is receiving large consignments of the product from various parts of the state.

The Glenn Alfalfa Co. has been organized at Petaluma, Cal., with \$10,000 capital stock. The incorporators are: Irwin Pasmore, Martin Singer and F. H. Brown, all of Petaluma.

A fifty horse power electric motor has been installed in the alfalfa mill at Cottonwood Falls, Kan. The company has received an order for 25,000 tons of meal for foreign shipment.

Charles W. Swenson, of Chicago, is interested in organizing a stock company with \$30,000 capital stock to establish an alfalfa mill at Balmorhea, Texas, with a capacity of sixty tons a day.

The Roberts Alfalfa Mill Co., of Wichita, Kan., may build an alfalfa mill at Wellington, Kan., J. D. Botkin, of Winfield, Kan., representing the concern, has been interviewing Wellington capitalists.

The Consolidated Alfalfa Milling Co. has opened an office in Newton, Kan., with F. L. Nessley, formerly of Mulvane, Kan., in charge. He will direct the affairs of the eleven mills operated by this company.

The Chamber of Commerce of Biggs, Cal., has appointed a committee in the matter of securing an alfalfa mill for that town. Sommers & Co. would take 10,000 tons of alfalfa a year at not less than \$7 a ton.

A large corrugated iron warehouse with a storage capacity of 2,500 tons of alfalfa hay is being erected by the Alfalfa Products Co., near Red Bluff, Cal. The alfalfa mill at that point was destroyed by fire some time ago and it is understood that the company will rebuild.

H. D. Underwood, manager of the alfalfa mill at Salina, Kan., has installed a machine which receives alfalfa directly from the mowing machine while it is green. He asserts the new invention will save the farmers of the county one-fourth million dollars annually.

Merritt Greene & Son recently had on exhibition in the principal street of Marshalltown, Iowa, the first load of alfalfa ever shown in that city. The Messrs. Greene sowed five acres of alfalfa five years ago as an experiment, and they are perfectly satis-

fied with the results. Other farmers in the vicinity may also experiment.

The Consolidated Alfalfa Milling Co. has disposed of all of its stock for the new alfalfa mill at Hope, Kan., and the work of construction is now under way. It is expected the mill will be in operation by the middle of December. The company is also arranging to build a mill at Cawker, Kan.

Grinding has begun in the Garden City Milling Co.'s plant at Walla Walla, Wash., said to be the largest alfalfa mill in the world. It is equipped to turn out 300 tons a day. The officials report that the full output can be readily sold, owing to the rapidly growing demand. A. C. Holbrook is manager of the plant.

### NEW YORK HAY EXCHANGE.

At the late annual meeting of the New York Hay Exchange Association, the following officers were elected unanimously: President, E. W. Bertholf, of the firm of Miller & Bertholf; first vice-president, E. Vreeland of Brooklyn Hay & Grain Co.; second vice-president, Frank D. Dusenbery of Dusenbery & Co.; secretary, Richard J. O'Brien; treasurer, F. A. Slingerland of Slingerland & Co. Directors, term two years, John E. Murray, Perry Hatch, Frank Williams.

### FLAX STRAW.

A Crookston, Minn., paper reports that H. Bachellor, deputy organizer of the American Society of Equity, has made arrangements to secure two tons of flax straw, one of which he will ship to Ireland, and the other to Belgium, where it will be manufactured into linen, after which it will be returned to this country, where it will be exhibited. Within a short time Mr. Bachellor will place on exhibition in Fargo an exhibit showing how the fiber is extracted from the straw.

### ALFALFA IN KANSAS.

Alfalfa in Kansas increased its area 13 per cent during 1909, says Sec'y Coburn, and now covers a million acres. "Only twice in its onward march has progress been checked; this in 1900 and 1904. The decreases, too, were perhaps due to an enlightened agriculture, wherein the rotation of crops is given larger consideration, with alfalfa as the pivot of the plan. Being a soil enricher, its areas are always subject to variation; a decreased area at any time does not necessarily mean lack of interest in alfalfa, but on the other hand may suggest only appreciation of its fertilizing values."

### HAY AT PITTSBURG

The receipts of hay are moderate and the demand is also moderate. The billings are heavier and an easier feeling prevails. As we said in our last issue there is a very urgent call for heavy mixed and No. 1 clover. We also wish to advise shippers that there has been considerable delay on the part of the railroads in movement of cars. There are quite a number which should have been here and unloaded several days ago. Hay that was loaded on the main line on the first of the month is still being held at Cresline. We would suggest that shippers take the matter up with their agents and have them trace each shipment to its destination which would no doubt afford some relief to the scarcity of cars and also enable commission firms to report more promptly on sales.—Pittsburg H. & G. Reporter, Oct. 8.

### HAY ASSOCIATION OFFICERS.

The following is a complete list of the officers and committees of the National Hay Association for 1909-10:

Harry W. Robinson, president, Greenspring, O.; Smith G. Young, first vice-president, Lansing, Mich.; Cyrus H. Bates, second vice-president, Boston; J. Vining Taylor, secretary-treasurer, Winchester, Ind.

Board of Directors—Expiring 1910: C. J. Austin, New York; C. E. Noyes, Jackson, Mich.; C. S. Car-scullen, Jersey City; H. R. Hall, Sandoval, Ill.; W. S. Leavitt, Boston; expiring 1911: Maurice Niezer, Ft. Wayne, Ind.; G. S. Loftus, Minneapolis; C. H. Springer, Moravia, N. Y.; J. W. Beatty, Philadelphia; C. E. Nichols, Lowell, Ind.

Arbitration—E. M. Wasmuth, chairman, Roanoke, Ind.; E. A. Dillenbeck, New York; J. Y. Stimmel, Payne, O.; J. W. Beatty, Philadelphia; E. C. Forrest, Saginaw, Mich.

Legislation—Egil Steen, chairman, Baltimore; E. W. Seeds, Columbus, O.; H. H. Freeman, Chicago; E. B. Hodges, Norfolk; S. F. Clark, Memphis.

Transportation—C. S. Bash, chairman, Ft. Wayne, Ind.; G. S. Loftus, Minneapolis; C. H. Springer, Moravia, N. Y.; P. E. Goodrich, Winchester, Ind.; Dan Mullally, St. Louis.

Grades—L. W. Dewey, chairman, Blanchester, O.; E. W. Bertholf, Jersey City; J. A. Heath, Lenox, Mich.; John Dickson, Pittsburg; Dan Leas, Waterloo, Ind.

Standard Bales—H. W. Kress, chairman, Piqua, O.; L. C. Passmore, Nottingham, Pa.; Frank Di-

mond, Mayville, Mich.; A. T. Weaver, Chicago; C. C. Ramey, New York.

Statistics—C. A. Coleman, chairman, Savannah, N. Y.; J. L. Turner, Columbus Grove, O.; I. B. Seibert, Reading, Pa.; J. Carver Strong, Chicago; Chas. Wolohan, Birch Run, Mich.

Conservation of Natural Resources—G. S. Bridge, chairman, Chicago; W. F. Cleveland, Minneapolis; J. A. Brubaker, Kansas City; J. M. Hait, New York; J. V. Ferguson, New Orleans.

### THE ALFALFA DEALERS.

The second general convention of the Alfalfa Millers' National Association was held at Wichita on September 23 and 24. The convention was held in connection with the alfalfa exhibit in the alfalfa bungalow erected at Wichita in connection with a local pageant and jubilee. The bungalow was erected in the street of bales of alfalfa, and was about a block long.

In his address as president of the Association, Dr. Axtell said, among other things: "Three years ago this industry was almost unknown. Today there is scarcely a town of any size in the whole United States where alfalfa is not known or used to some extent, and certainly no feed ever won favor so fast, or came into use so rapidly, as have alfalfa feeds. Mills have sprung up in scores of towns throughout the alfalfa belt and still the demand for meal cannot be supplied, and, in my opinion, there is no danger of over-production. Where the mills come the baler goes out of business. It costs about \$1.50 per ton to bale hay, and you have then added nothing to its value except ease in handling. Numerous experiments have been made as to the increased digestibility of alfalfa by grinding and they have averaged all the way from 25 per cent to 40 per cent, besides the freedom from waste in feeding the ground product. The principle of alfalfa grinding is right and the alfalfa mill has come to stay."

There were papers on "Growing Alfalfa for Milling," by R. M. Pratt of Wichita; on "Insurance," by C. L. Thompson of Winfield; "A Uniform Feed Law," by J. C. Reid of St. Louis; and "Difficulties of Marketing a New Feed," by J. W. Anderson of Kansas City.

In the discussion of "Color vs. Analysis as a Price Maker and Guarantee," E. N. Sapp of Hutchinson said that when this subject was first discussed there were some who argued that color was not very material in grading and that analysis was the all important basis for regulating grades. This attitude, in Mr. Sapp's opinion, was largely due to the fact that those men were situated in the rain belt where curing is difficult and color not easy to obtain, but he believed that even those men would now recognize the great importance of color, because the demand for green color is so overwhelming and persistent that it must be recognized. Others reported that they had been strongly affected by the demand from their trade for green color; nevertheless there were those who maintained that good hay of a natural brown color would run higher in protein than any pea green hay, and that many of the receivers of their meal appreciated this fact and asked for the brown meal. Later on, in connection with the report on weights, grades and measures, the problem of color came up again. Several members stated that the grading rules have been almost invariably disregarded; that buyers are inclined to deal largely on the basis of color, and demand type samples. It was decided to persist in the use of the present grading rules in the hope that they would ultimately come to be universally recognized."

The following officers were elected for the ensuing year: President, E. N. Sapp of the Hutchinson Alfalfa Products Co., Hutchinson, Kan.; first vice-president, Senator Henry Cassady of the Boulder Alfalfa Meal Co., Boulder, Colo.; second vice-president, L. L. Wiles of the Alfalfa Meal and Milling Co., Cherokee, Okla.; third vice-president, J. W. Anderson of the Kornfalfa Feed Milling Co., Kansas City; fourth vice-president, C. L. Thompson of the Winfield Alfalfa Milling Co., Winfield, Kan.; secretary, W. H. Hastings of the Southwestern Grain and Flour Journal, Wichita, Kan.; treasurer, H. C. Thompson of the H. C. Thompson Grain Co., Wichita.

The following standing committees have been announced by President Sapp:

Freight Rates—J. W. Anderson of Kansas City, H. P. Larsh of Wichita and M. C. Peters of Omaha.

Weights, Grades and Measures—J. T. Axtell of Newton, Kan., James N. Russell of Kansas City, and C. L. Thompson of Winfield, Kan.

Insurance—L. L. Wiles of Cherokee, Okla., H. C. Thompson of Wichita and A. C. Feit of Superior, Kan.

The place of meeting of the semi-annual convention will be announced by the executive committee, but the convention recommended that Hutchinson be chosen.

Exhibits of machinery were made by the Williams Patent Crusher and Pulverizer Co. of an alfalfa meal well; S. Howes Co. of the Iron King Alfalfa Meal Packer; the Great Western Manufacturing Co., of a general line; and the Jeffrey Manufacturing Co. of a hay shredder.



## FIRES-CASUALTIES

Fire slightly damaged the Kasota Elevator Co.'s structure at Kasota, Minn., recently.

Westbrook & Evans' Granary at Lorena, Texas, was destroyed by fire. The loss is \$1,000.

The Ady & Crowe Mercantile Co., of Denver, Col., sustained a loss of \$500 on their elevator by a recent fire.

Lightning slightly damaged the elevator at Athol, S. D., owned by the Eagle Roller Mill Co., of New Ulm, Minn.

The elevator of the Crabbs-Reynolds-Taylor Co. at Crawfordsville, Ind., was slightly damaged by fire recently.

The Farmers' Elevator at Moorland, Iowa, was destroyed by fire recently, causing a loss of \$8,000; insurance, \$3,400.

The Paul Bean Co.'s elevator, warehouse and office at Howe, Texas, were destroyed by fire recently. The loss is \$50,000.

Fire damaged the plant of the Artesian Valley Alfalfa Mill Co. at Fowler, Kan., recently to the extent of \$1,000; fully insured.

The Mennonite Colony's Elevator located at South Amana, Iowa, was destroyed by fire, entailing a loss of \$8,000; no insurance.

Fire of unknown origin destroyed the Culp Elevator at Warrensburg, Mo., on September 15. The loss is \$21,000; insurance \$10,000.

Fire, caused by lightning, destroyed the McDonald Elevator at Cannon Falls, Minn., September 14. The loss is \$3,000, covered by insurance.

Tramps are blamed for starting a fire that destroyed the elevator and coal sheds owned by John Smith, of Lapere, at Elba, Mich. The loss is \$1,000.

The Iglehart Bros.' Elevator at Evansville, Ind., burned September 16, causing a loss approximating \$200,000. No adjustment of insurance has yet been had.

Spontaneous combustion in a 30x95-foot grain bin in an elevator of the C. M. & St. P. railroad at Milwaukee, Wis., September 15, caused a loss of \$1,000.

Fire of unknown origin destroyed the Farmers' Elevator at Sterling, Kan., Oct. 5. A carload of wheat on a side track was also destroyed. Loss, \$20,000.

The elevator of the Eisenmayer Milling Co. at Springfield, Mo., containing 80,000 bushels of wheat, was badly damaged by fire October 6. Loss about \$100,000.

The Fort Worth Elevator Co. and the Fort Worth Macaroni and Corn Shelling Co.'s buildings, Fort Worth, Tex., were burned September 24. The loss is \$150,000.

Fire, starting supposedly from sparks from an engine, destroyed the elevator of the Central Grain Co., at Wymore, Neb., recently. The loss is \$6,000. The company will rebuild.

Two grain elevators at the village of Denton, Lancaster Co., Neb., burned October 7, blocking the main line of the Burlington railroad west from Lincoln. Insurance, \$23,900.

Sparks from a passing engine are believed to have caused a fire in the Early & Daniel Grain Elevators at Cincinnati, Ohio, which resulted in a loss of \$15,000 to building and contents.

The McGillvray Elevator at West Hope, N. D., burned to the ground recently. Loss on elevator \$5,000, with \$2,000 insurance. Loss on grain, \$5,000, fully insured. The elevator will be rebuilt.

Fire of mysterious origin destroyed the elevator of the Columbia Star Milling Co. at Fountain, Ill., containing 15,000 bushels of wheat. The loss is between \$20,000 and \$25,000, partially insured.

A defective timber caused the collapse of the cleaning elevator at Mapleton, Minn., recently, dumping 3,000 bushels of grain on the ground. B. F. Hanks, the night miller, barely escaped being caught in the wreck.

The Osborne-McMillan elevator and the Farmers' Elevator at Garrison, N. D., were destroyed by fire recently. There was a large amount of wheat in both elevators, but the loss was entirely covered by insurance.

The elevator and warehouse of the East St. Louis Hay and Grain Co., East St. Louis, Ill., were destroyed by a fire of unknown origin September 25. Several carloads of hay and oats were burned. Loss is about \$20,000.

Fire in the new Century Elevator and Milling Co.'s plant at Dallas, Texas, October 6, did damage to the extent of several thousand dollars. The building and machinery were not injured much, but grain, flour, etc., suffered.

Fire destroyed the Page elevator and feed mill recently purchased by A. J. Course at Antler, N. D. The flames had gained such headway before the alarm was sounded that the fire department could do little. Loss on building, \$6,000, and on

grain, \$3,200; insurance on building, \$5,000, and on grain, \$2,000.

The Fouke Grain Co.'s four-story brick building and entire stock were totally destroyed by fire at Texarkana, Ark., recently. Loss, building and machinery, \$30,000; stock, \$13,000; insurance, \$25,000.

Fire, believed to be of incendiary origin, destroyed the elevator at Greenwood, Ind., owned by C. B. Cook & Sons, recently. The loss was between \$25,000 and \$30,000; insurance about \$14,000.

The large frame warehouse and elevator along the B. & O. railroad at Breathedsville, Washington Co., Md., containing 1,000 bushels of wheat, was destroyed October 3 by a fire believed to be of incendiary origin. Loss, \$10,000; partially insured.

An elevator at Pontiac, Ill., owned by the Rogers Grain Co., of Chicago, was destroyed by a fire believed to have been started by a spark from a passing engine, on September 29. The elevator, which had not been in constant use, was fully insured.

The Exchange Elevator, owned by the Exchange Grain Co., containing \$50,000 bushels of grain, burned to the ground in Minneapolis, Minn., on September 16. The loss was \$60,000, with \$35,000 insurance. The company will rebuild on the same site.

An overheated journal caused a fire that destroyed the elevator of Will Current at Indianola, Ill., recently. Forty thousand bushels of oats were consumed. The loss on the building and machinery is \$20,000, with \$12,000 insurance. The oats was insured for \$3,000.

The rubbing of a belt against the woodwork of the elevator shaft started a fire in the Thorpe Elevator Co.'s plant at Drayton, N. D., October 4, that brought ruin to between 5,000 and 6,000 bushels of wheat from smoke and water. The fire in the elevator was confined to the cupola.

Fire thought to be of incendiary origin totally destroyed the Farmers' Elevator at Stonington, Ill., causing a loss to building and contents of \$40,000. The elevator was built by the American Hominy Co. five years ago. The Stonington fire department was helpless to cope with the flames.

The Monarch Elevator and the agricultural implement warehouse of Hessel Bros., were destroyed by a fire of mysterious origin at Brainerd, Minn., on September 23. The elevator, which was valued at \$3,000, is said to have been covered with blanket insurance. Hessel Bros.' loss is about \$5,000.

### THE CLOVER CROP.

England, Manchester, says: "Red clover harvest in this country practically a failure, due to excessive rain through August and September."

France, Paris, says: "Our crop is turning out very short. Grain of nice color is small. Our last year's surplus was very large, but in last few weeks it has gone rapidly abroad."

Ontario seed dealer writes King & Co., Toledo: "Alsike turning out well as to yield, but quality below last year. Red clover acreage less than last year, but too early to tell about yield and quality. If we should have a few more frosts, it would undoubtedly make a big difference in the quality and yield."

England cables that her crop is almost a total failure. Austria and Hungary, where they expected a fine crop, say prospects are now very much decreased and that they will have none for export and are really anxiously inquiring for information as to America's crop. Germany is still "on the fence" and doubtful about making an average crop. They buy seed here every year, no matter what the outcome of the crop. They need the American seed for its high quality, etc. Will America have much to spare this year?—Zahm & Co.

Germany, Hamburg, says: "European crops at least three weeks late. France, Italy and parts of Austria promise better yield than expected, but other parts of Austria will have small yield. Russia and some sections eastern Europe yielding good crop of nice quality. Western Germany's consuming sections have no crop of their own. Large stocks left over, especially French and imported American, which together with present crop will more than supply European wants. Supply mostly in dealers' hands. Chilean arrivals at Liverpool gradually increasing."

Reports in September from Ohio and Indiana, say Zahm & Co., Toledo, have been decidedly bullish. These states raised a big surplus last year and possibly 15 to 25 per cent is still back. But will the farmer sell it if his present crop is nothing? He didn't sell it last year, but present prices are much higher than then and discount a lot of shortage and may induce him to part with some. It then is a question of fair stocks carried over as against a very short crop. Stocks at market centers are mostly hedged with sales of March. Old Prime here is of finest quality ever raised and wise ones say it may sell even up with March.

Correspondence solicited on grain trade matters.

# The Ellis Drier Co.

Our machines for terminal points are unexcelled for their design and efficiency. We will gladly furnish estimates and drawings. Capacities up to 100,000 bushels in 24 hours.

We make a specialty of driers and conditioners for the small elevator.

The machines embody the well known Ellis Patents.

They are compact and may be placed in the elevator requiring very little floor space.

They use nothing but Cold Air and therefore do not affect the insurance rate.

They are absolutely the fastest working machines on the market.

The cost is low and well within the reach of every small elevator or mill in the country.

## Postal Telegraph Bldg.

Chicago



## TRANSPORTATION

Montreal continues to absorb the export grain, 60 per cent of which has this season been handled through that port.

Vessel rates on the lakes were on October 1 forced up to 3c on storage grain in Buffalo bought or loaded after December 1.

The Nor. Pac. in Washington on November 1 make substantial reduction in grain rates to the Pacific Coast ports. The O. R. & N. Co. will meet the new rates.

The trains hauling Soo grain from Glenwood to Little Falls, Minn., over the Northern Pacific's L. F. & D. branch, have been discontinued and the Soo is now hauling its own grain trains.

On October 1 the Western Trunk Line Committee put into effect a ruling, authorizing a deduction of  $\frac{1}{2}$  of 1 per cent from claims for loss on wheat, rye, oats, barley and flax, and  $\frac{1}{4}$  of 1 per cent on corn for "natural shrinkage."

The Federal Grand Jury has begun at New York an investigation into certain alleged violations of the Sherman anti-trust act, the Elkins rebate law and the Wilson tariff act, by several railroads and transatlantic steamship lines.

A decision in the famous Macon Grocery Company case, which has been before the Interstate Commerce Commission, and various branches of the federal courts, was set for final hearing by the United States Supreme Court on October 12.

The Great Northern road, which recently issued an order prohibiting the forwarding of loaded grain cars off its rails in Minneapolis, has modified the order to permit loaded cars to go to Wabasha, Red Wing, Hastings, Faribault, La Crosse, Mankato, Winona, Lake City, Waseca and New Prague.

The Trunk Line Association of railroads had before it at New York a protest of the grain trade of New York and other large cities against the so-called diversion or reconsignment charge on cars of grain shipped east, which was to have been heard on September 29, but was postponed indefinitely.

The Mississippi Valley Transportation Co., with a capital of \$10,000,000, has been chartered in Delaware. Senator William J. Stone and Congressman Champ Clark, of Missouri, and 112 others, including a number of congressmen, are the incorporators. The concern will operate a transportation line on the Mississippi river.

M. C. Shields, manager of the Great Northern demurrage bureau, has notified grain receivers that hereafter until further notice all cars in Minneapolis that are not unloaded within twenty-four hours after being switched to elevator side tracks, will be taken to the Great Northern elevator and unloaded at consignee's cost.

Philadelphia, like New York, is seriously concerned about its present dullness in the exports of grain. Wheat exporters attribute a condition made by the refusal of the trunk line railroads serving Philadelphia and New York to make concessions in rates on wheat that will permit competition with Canadian ports, especially Montreal.

The State Railroad Commission of Texas has begun consideration of the matter of a proposed amendment to commodity tariff No. 2-B, applying on grain and grain products between points in Texas. It is proposed to amend stopping-in-transit rule 2 and milling-in-transit rule 2 by adding "Speltz" to the list of articles subject to stopping-in-transit and milling-in-transit privileges.

The St. Paul road has refused to cancel the objectionable "elevation allowance" on grain transferred to like lines, in spite of the protests by shippers not favored by the allowance. It has been said that Armour & Co. threaten the St. Paul Road with a suit to recover damages for the discrimination. The elevator through which the St. Paul road puts its grain is owned by that road and its tariff simply provides for absorption of the transfer charges. Armour & Co. maintains an elevator at Milwaukee, but its elevator has not been accorded the same privilege.

### REPARATION FOR MISQUOTED RULE.

The Pennsylvania Railroad Commission has made a ruling that protects shippers from misquotation of rates by the carrier's agent, when the shipper first takes the precaution to have a quoted rate confirmed in writing. The ruling was made in the case of a lumber company which alleged that the railroad had quoted a certain rate, but had afterward charged a higher one on the shipment. In ordering the dismissal the commission said:

"In cases where there has appeared no possibility of a doubt as to the entire bona fides of the giving and acceptance of rates, or an error has been made by one party in so doing without any occasion for the other party to suspect the correctness of the rate, it has been the policy of the Commission to hold the parties to the contract made, pursuant to quotation.

"But, this practice does not prevail where any

facts or circumstances exist to put one party upon inquiry as to the correctness of the quotation of the other. To hold otherwise would be to make illegitimate transactions, which would be exceedingly detrimental to the entire transportation business.

"We, therefore, feel that, under the circumstances of this case, we would not be warranted in recommending a refund on the shipment made. Where any occasion for doubt exists as to the correctness of a quotation received, the proposed shipper should have the quotation given confirmed."

### MILLING-IN-TRANSIT.

At a meeting of grain dealers and millers of New England, held at Boston on September 17, a protest was made against the proposed change in the milling-in-transit regulations referred to in Commerce Commission Tariff Bulletin No. 17-A. The meeting by resolution declared the new regulations would mean a loss to New England of not less than \$50,000,000 worth of business annually and practically confiscate plants valued at more than \$2,000,000, not to mention the effect on the retail trade and consumers of grain and grain products. A committee consisting of J. M. Perry of North Wilbraham, Dean K. Webster of Lawrence, E. V. Mitchell of Hartford, Eben J. Ham of Lewiston, Me., and Chas. M. Cox of St. Albans, Vt., was appointed to co-operate with the Boston Chamber of Commerce in an effort to have tariff annulled.

### THE BANKERS' BILL OF LADING.

At a conference at Chicago on September 14 between bankers, shippers and railroad men, the following resolutions were adopted and subsequently approved by the Bankers' Association in convention:

"Resolved, That it is the sense of this conference that Congress be asked to pass a law governing bills of lading covering interstate shipments to embody the features contained in the 'bill relating to bills of lading,' which was pending before the House committee on interstate and foreign commerce and made the subject of four hearings before a subcommittee last winter; and that we recommend to our respective associations or organizations the taking of such steps as will aid in the enactment of such measure by Congress.

"Resolved, That it is the sense of this conference that the uniform bills of lading act approved and recommended for enactment by the Commissioners of Uniform State Laws at their annual conference at Detroit, Mich., Aug. 23, 1909, should be enacted in every state and territory of the Union and that the representatives here present will recommend to their respective associations or organizations the taking of such measures as will aid toward the passage of this law in the various states and territories."

[For the "American Elevator and Grain Trade."]

### AMENDING THE COMMERCE ACT.

BY A. G.

Sweeping changes of vital importance to all parts of the country will be made in the Hepburn Act if the amendments suggested to President Taft during his recent visit to Spokane by Henry M. Stephens, chief counsel for the petitioners in the Spokane freight rate case, are embodied in the interstate commerce regulations, now in operation.

The adoption of these recommendations will give the shippers equal rights in enjoining unreasonable rates and make the commission an effective and impregnable body by devising ways and means of ascertaining and determining the actual value of railroad properties, also providing for the appointment of district commissioners and the taxing of attorneys' fees against the carriers in favor of the shippers in all cases where the petitioners are successful in whole or in part in their litigation.

As this presentation, including a review of Spokane's fight against the transcontinental lines for equitable rates on west-bound shipments from St. Paul and common points, was made at the request of President Taft, there are reasons to believe that his forthcoming message to Congress will recommend the adoption of these provisions in part or in full to successfully cope with the situation.

Mr. Stephens directs President Taft's attention to the fact that the law permits the railroad companies to go into court and ask for injunctions against the orders of the Commission, whereas the law contains no similar provision with reference to the rights and property of the shipper. It is suggested that the law be amended so that the shippers will have the right to ask for a restraining order against unreasonable rates and that the court shall determine what is an equitable rate and then refer the matter to the rate-making body to fix and enforce these rates.

Dealing with this phase of the law, Mr. Stephens says that it seems axiomatic that the shipper should have the same remedies and the same rights under the Act as do the shippers, adding:

"In principle there can not be any possible difference between the shipper and the common carrier. If it is taking property without due process

of law to require the common carrier to carry the property of the shipper at an unreasonably low rate, and for that reason it is a confiscation of the carrier's property, it follows, necessarily, that it is confiscation of the shipper's property to charge or collect from the shipper anything in excess of a reasonable rate or reasonable charge, and to the extent that the shipper is charged an unreasonable rate the shipper's property is taken without due process of law and is confiscated by the railroad companies."

Another amendment provides for the appointment of commissioners for the various districts and territories throughout the United States. Mr. Stephens suggests that the duty of these commissioners be to take care of matters in the territory allotted to them, speedily and expeditiously; allow an appeal from the decisions of such commissioners to the Interstate Commerce Commission, as now constituted; permit a trial *de novo* before the Interstate Commerce Commission, as now organized; permit, if desirable, additional testimony on the *de novo* trial on the part of any person or corporation interested in the controversy, and then permit a further appeal from the Commission to the Supreme Court of the United States upon the record made upon the *de novo* trial.

One of the chief reasons for asking the appointment of commissioners for assignment to certain territories is the tremendous expense which complainants have to incur in presenting their case to the Commission as now organized and the numerous trips that shippers have to make to Washington, leaving their homes and business to attend hearings.

It is also urged that injunctive and judicial powers be granted to the Commission as now organized to the extent that may be necessary or desirable and especially power to all commissioners to summon and compel the attendance of witnesses, the production of evidence and the power to enforce their orders and make the findings of facts and mixed questions of law and fact final in the same way that they are now determined by the department of the interior; provided, however, that the ultimate question of just and reasonable rates is a question of law.

The third amendment recommended is that the statutes provide specifically that attorneys' fees are taxable against the carriers in favor of shippers when the petitioners are successful in whole or part in the litigation, unless some plan can be devised whereby a division of the department of justice shall have charge of the prosecution at the expense of the United States.

Mr. Stephens also suggests that to place the Commission beyond successful attack in its position and findings as to excessive earnings the value of the railroad properties must be ascertained and determined adding in closing his argument: "This should be done under some appropriate procedure for that specific purpose so as to insure the accuracy and reliability thereof. This can not be accomplished any other way than by the Federal government, because of the great expense involved. When that is done the proceedings before the commission will be greatly simplified and the fixing of rates expedited; many discriminations and injustices eliminated, more equitable rates secured and many unjust and arbitrary charges reduced."

Spokane, Oct. 10, 1909.

### AMENDING THE HEPBURN ACT.

In view of the probability that the president and the Department of Justice will recommend to Congress, in December, certain amendments to the Hepburn act amending the commerce act, John B. Daish of Washington, who has been acting as counsel, or of counsel, for various trade associations in railroad matters, has made certain recommendations along these lines to Attorney General Wickersham, which may be briefly summarized as follows:

(1.) That the defeated party before the Commerce Commission be allowed the right of appeal, or a review of his case, not now permitted by the law.

(2.) That in view of the fact that the Commerce Commission disclaims jurisdiction over proceedings to recover so-called "claims" against carriers, some jurisdiction be specifically created to hear such cases in order that they may be removed from congested state courts.

(3.) That the jurisdiction of the Commerce Commission be more specifically defined.

(4.) That the present limitation, two years, in which claims may be filed be extended to five years.

(5.) That if the judicial and quasi-judicial functions of the commission be separated, as contemplated, the Bureau of Tariffs be retained as at present organized as essential to the work of the commission.

(6.) That the commission be given power to stay the taking effect of a rate or regulation prescribed by the carriers.

The Kansas grain inspection department handled 8,153 cars in August.



## LATE PATENTS

Issued on September 7, 1909.

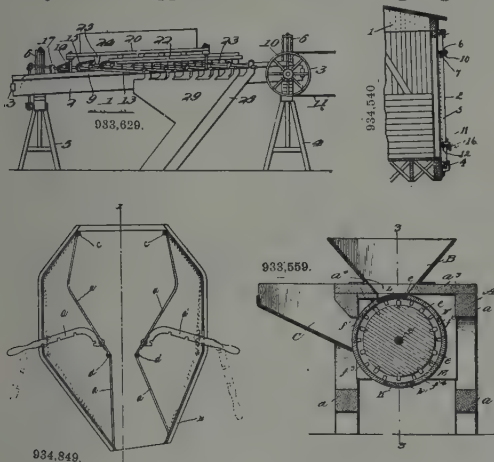
Bean Separator.—Clarence A. Croel, Ithaca, Mich. Filed May 25, 1909. No. 933,629. See cut.  
Grain Bin.—George M. Boll, Mount Hope, Kans. Filed September 22, 1908. No. 633,617.  
Pea Huller.—William L. Hay, Franklin, Tenn. Filed May 15, 1909. No. 633,559. See cut.

Issued on September 14, 1909.

Electro-Magnetic Separator for Grain Chutes.—Bird M. Sypher, Toledo, Ohio. Filed June 22, 1908. No. 933,930.  
Grain Conditioning Apparatus.—Claude D. Stephens, Chicago, Ill. Filed May 15, 1907. No. 934,026.

Issued on September 21, 1909.

Car Door.—Robert R. Jones, Chicago, Ill. Filed April 15, 1909. No. 934,540. See cut.  
Adjustable Hopper for Automatic Weighing Ma-



chines.—Andrew Sonander, Springfield, Ohio, assignor to the Winters-Coleman Scale Co., Springfield, Ohio. Filed December 3, 1908. No. 934,849. See cut.

Issued on September 28, 1909.

Grain Car Door Bolt.—Frank Thomann, Summerfield, Kans. Filed March 26, 1909. No. 935,284.  
Grain Bin.—Albert N. Eaton, Omaha, Nebr. Filed January 27, 1909. No. 935,096.

Issued on October 5, 1909.

Feed Gate for Weighing Machines.—Henry Richardson, New York, N. Y. Filed September 9, 1908. No. 935,689.

## LIVERPOOL WHEAT TRADE.

Vice-Consul G. B. Stephenson says that the importance of Liverpool in the wheat and flour trade is evident from the fact that it is the third city in the world in the manufacture of flour, being exceeded by only Minneapolis and Budapest. Concerning the wheat trade of this port, especially in relation to American supplies, he writes:

"During the fortnight ended May 5, 1909, the following amounts were imported into the United Kingdom, of which Liverpool is the chief wheat port, from the countries named, the amount being in quarters of 480 pounds (8 bushels): Russia, 618,000; Argentina, 614,000; United States and Canada, 305,000; Australasia, 243,000; Balkan States, 123,000; India, 107,000; other countries, 38,000; total, 2,048,000 quarters (16,384,000 bushels).

"The total imports of wheat into the United Kingdom during the last five years were as follows, in quarters: United States, 30,652,000; Argentina, 27,435,000; India, 19,167,000; Russia, 18,377,000; Canada, 14,103,000; Australasia, 10,048,000; other countries, 11,954,000; total, 131,736,000 quarters (1,053,888,000 bushels).

"While the imports of both American wheat and flour into the United Kingdom show marked increases in 1908 as compared with 1907, they do not approach the imports of former years, and, according to one of the largest dealers in wheat and flour in Great Britain, they will not reach former proportions, mainly for the reason that the grain shippers of Argentina guarantee in their contracts with Liverpool merchants to deliver their wheat sound, under the following conditions, which do not appear in the contracts made with American shippers:

"Any deficiency on bill-of-lading weight will be refunded by seller, and any excess over bill-of-lading weight to be paid by buyer. Slight dry warmth not injuring the grain not to be objected to, but grain damaged by sea water or otherwise to be taken by buyer with an allowance for deterioration based on contract price to be fixed by arbitration in Liverpool. Samples to be taken and sealed by buyers' and sellers' agents at port of discharge."

"It is claimed by the buyers that, on account of the quality of wheat received here, in many cases, from the United States, it is absolutely necessary that American shippers should guarantee the condition of the wheat as it arrives in Liverpool, as is done in regard to Argentina wheat. The class of wheat wanted here is what is known as 'Kansas Hard Winter.'"

## CORN IN GERMANY.

Consul Pendleton King, Aix-la-Chapelle, advances to the Bureau of Manufacturers, Department of Commerce and Labor, the following plan for building up a trade in corn with Germany:

"As an example of an opportunity to extend American trade, corn (maize) may be considered. It was with considerable difficulty that the growing of potatoes was introduced into Germany, but now they are one of the most important of all crops and indispensable to the German working people. Many palatable and delicious preparations may be made from maize, and with proper efforts the Germans also can be brought to appreciate them. Some years ago there was an exhibition of corn in Berlin, but there was not sufficient effort to interest the bakers, and it is with the bakers that a beginning must be made.

"Some one should be sent here thoroughly capable of making bread and many other things from corn meal, and a commencement should be made with a baker. It should be made known that on a certain day or days of each week these preparations of corn can be seen and tasted at a certain baker's, and if necessary they should at first be given away or sold at a nominal sum. When once the business is on a good footing, in Berlin say, it can be extended to other cities. There is a great future for American corn meal in Germany when once the matter is taken up with intelligence and perseverance. Great results should not be expected at once. The business should be thoroughly organized and pushed in different directions and good results will eventually follow. [The export of corn meal from the United States to Germany amounted to \$18,251 in the fiscal year 1904, \$9,298 in 1905, \$434,969 in 1906, \$1,021,689 in 1907, and \$562,650 in 1908. The exports of corn thither have averaged about \$8,000,000 annually.—Bureau of Manufacturers.]

"The time of credit allowed to purchasers must be well considered. In Germany it is common to give three months and frequently six months' credit. There is a system of passing the notes of debtors from one man to another, each man indorsing the note, and being thereby bound for its payment. Sometimes such a note passes through a dozen hands before being paid, all being regulated by law. These notes pass through banks in the same way.

"This leads to a suggestion for consideration by American business men that a German-American bank be established in some large German city, doing business after the German methods."

Sterling, Ill., shipped its first cargo of grain via the Hennepin Canal on October 1—15,000 bushels of corn and 5,000 bushels of oats—to Pekin.

## Grain and Seeds

### SEEDS FOR SALE.

Northern grown winter wheat and rye, timothy seed and early Ohio potatoes.

N. J. OLSEN CO., Moorhead, Minn.

### NEW WHEAT AND OATS WANTED.

New wheat and oats of every description wanted. Mail samples and name price delivered at Philadelphia. Address

L. F. MILLER & SONS, Philadelphia, Pa.

### KAFFIR CORN AND CANE SEED.

Write us for prices bulk and recleaned, even weight sacked f. o. b. Oklahoma City, Kansas City, St. Louis or Chicago; immediate shipment.

E. R. & D. C. KOLP, Oklahoma City, Okla.

### FLOUR AND MILL FEEDS.

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products.

ANSTED & BURK CO., Springfield, Ohio.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

### FOR SALE.

Grain elevator in southeastern Minnesota on C. M. & St. P. Ry. Capacity: 20,000 bushels. Gasoline engine, dump scale. In first-class condition. Good business. Receipts: 100,000 bushels. Address  
R. E. JONES CO., Wabasha, Minn.

### FOR SALE OR EXCHANGE.

Ohio, Indiana and Michigan elevators. Have several choice propositions. Let us know your wants. Address

TRI-STATE ELEVATOR CO., Hicksville, Ohio.

### FOR SALE.

Grain elevator. Bin capacity, 10,000 bushels or more; additional capacity, 25,000 bushels. At Mt. Carroll, Ill.; \$3,000 if taken soon. Address

ALLEMAN & HARTMAN, Mt. Carroll, Ill.

### FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address.

JAMES M. MAGUIRE, Campus, Ill.

### FOR SALE.

At Thomas, S. D., on the South Dakota Central Railway, modern, up-to-date elevator, erected during the fall of 1908; size, 28x30 feet; 40-foot cribbing; capacity, 25,000 bushels; also flour shed 28x9 feet; coal shed 16x60 feet, five bins; together with the lots on which the buildings stand. Address

C. E. McKINNEY, Trustee, Sioux Falls, S. D.

### FOR SALE.

Small mill, fully equipped and running. Stock of grain, farm implements, phosphates, gasoline, oils, etc. Everthing new and in good condition. Located in flourishing southern Vermont town on main street and railroad. No competition within six miles. Send for complete description. A real opportunity at small price. Owner has other interests. Address

LOCK BOX 218, Readsboro, Vt.

### FOR SALE.

I will sell my modern, galvanized-iron-covered elevator, feed and meal mill and warehouse at Claude, county seat Armstrong County, Panhandle, Texas. Only one in county; on private switch Ft. Worth & Denver R. R.; the best grain section. Lot is 250x250 feet, three squares from court house. This is a money maker, with great, growing business. Will accept part cash and part good real estate or merchandise. Address, at once,

J. M. HARTER, Wabash, Ind.

### FOR SALE.

Four elevators for sale: White Rock, S. D.; price \$7,000; receipts last year 125,000 bushels; good station, no fight on the market; we made last year at this station \$3,500, and crop prospects for this year are big; capacity 25,000 bushels; have best buyer at White Rock and would want to have him go with the house. Clinton, Minn., 35,000-bushel house; price \$6,000; splendid crop prospects; have the best buyer in that vicinity; will guarantee good profits. Montevideo, Minn., 35,000-bushel elevator; price \$6,000; on the main street; best location in town of only four elevators; immense territory to draw from, and there will be a big and profitable business done at this elevator this year. Granite Falls, Minn., 15,000 bushels' capacity; price \$2,500; has the best buyer in town and gets most of the wheat. We have the above elevators for sale; locations are excellent. We are selling out because we burned out at Montevideo. Address

MONTEVIDEO ROLLER MILL CO., Red Wing, Minn.



**FOR SALE.**

Small line of elevators, doing a good business, in the best part of southern Minnesota where crop prospects never looked better at this time of year. Reason for selling, too much other business to attend to. Address

LOCK BOX 99, Henderson, Minn.

**FOR SALE.**

First-class, paying line of elevators, with cleaning house, southwestern Minnesota and northwestern Iowa, on Omaha Road. One-half cash, balance time, or good improved land. A great opportunity. Write for description. Address  
ELEVATOR, Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

**FOR SALE.**

For sale, 22,000-bushel elevator, built of 2x6 oak cribbing, weather board siding; 25-horsepower Olds Gasoline Engine, one 12-inch leg, terra cotta engine room and office, private loading switch and ground, connected with the E. J. & E. Ry. and the B. & O., thirty-five miles east of Chicago in first-class grain country. For information write

CADWELL & SALYERS, Malvern, Iowa.

**OKLAHOMA GRAIN ELEVATORS.**

Exceptional bargains in Oklahoma grain elevators located at Rocky, Cordell, Bessie, Thomas, Longdale, Bridgeport, Alva, Enid, Lahoma, Waukomis, Billings, Stillwater, Mehan, Glencoe, Salt Creek, Foraker, Tullahassee, Boynton. Fine openings for good business this fall. Be quick and get in touch with

WEATHERWAX & CO., 9 East Dewey St., Sapulpa, Okla.

**MACHINERY****ENGINES FOR SALE.**

Gasoline engines for sale; 5, 7, 10, 20, 30 and 45 horsepower.

TEMPLE PUMP CO., 15th Place, Chicago, Ill.

**FOR SALE.**

One No. 9 Bowsher Grinding Mill, with sacking elevator; one 2½-horsepower gas engine. A bargain. Address

F. GAUVIN, JR., Marlboro, Mass.

**FOR SALE.**

Two boilers, 72 x 18; head, ½-inch steel; shell, ¾-inch; flues, 4-inch; 88 pounds pressure; made by Murray Iron Works Co. Apply

ROSENBAUM BROTHERS, 77 Board of Trade, Chicago.

**FOR SALE.**

Three No. 2 Barnard & Leas Plansifters. Have been used six years, but are in good condition. Will have to be reclothed. Will make low price. Address

OKLAHOMA CITY MILL & ELEVATOR CO., Oklahoma City, Okla.

**FOR SALE.**

One new Improved Dustless Eureka Elevator Separator; built by S. Howes Company; largest size made; good as new. Address

CLEANER, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

**FOR SALE.**

One No. 2 Cornwall Corn Cleaner, good condition excepting sieves; one size 2 Barnard's Dustless Receiving Wheat Separator, first class condition; one No. 2½ Western Rolling Screen Corn Cleaner, and one No. 3 Hercules Corn Scourer in good condition. Bargain if taken quick; need the room.

BOSSEMEYER BROS., Superior, Nebr.

**HISTORY OF MAY CORN**

My "History of May Corn" Circular gives exhaustive data, covering the present period when corn "is in the making." Sent free.

E. W. WAGNER

98-99-100 Board of Trade

CHICAGO

**FOR SALE.**

A 10-horsepower Fairbanks-Morse Gasoline Engine, used only three days; also one (same make) 7½ k. w. generator complete. A bargain. Address  
E. W. WHITE, 405 Sycamore St., Cincinnati, O.

**SCALES****SCALES FOR SALE.**

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

**SCALES FOR SALE.**

Slightly used or rebuilt scales, guaranteed in good condition, at half prices. 100-ton, 42-ft. and 36-ft. Standard; 80-ton 42-ft. and 60-ton 38-ft. Fairbanks; 10-ton 14-ft., 6-ton 14-ft., 5-ton 14-ft. Fairbanks wagon; 200 and 150-bu. hopper, Fairbanks; 2,500-lb. and 1,200-lb. Howe dormant; 600-lb. Fairbanks flour dormant; several portable scales; all offered subject to prior sale; also new scales; all sizes to 200-ton capacity, for sale or exchange. Repairing and testing a specialty.

STANDARD SCALE CO., 25 N. Canal St., Chicago, Ill.

**Miscellaneous Notices**

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**HELP WANTED****WANTED.**

Head miller to take charge of 100-barrel mill. One who would take \$3,000 to \$5,000 stock in a first-class mill and elevator. Address.

HARTLEY MILL & ELEVATOR CO., Partley, Texas.

**POSITIONS WANTED****WANTED.**

Position in elevator anywhere throughout the corn belt. Am thirty-six years old, ten years' experience at one place. Understand elevator business thoroughly. Can do anything from managing to working in the elevator. Address

JOHN McLAUGHLIN, Box 76, Verona, Ill.

**ELEVATORS WANTED****WANTED.**

Elevator or mill and elevator for good improved Illinois or Iowa farm. Address

IOWA, Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

**ROOFING AND SIDING****SYKES STEEL ROOFING CO.**

114 W. 19th Place, Chicago

**MAKERS OF FIREPROOF WINDOWS**

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

**Corrugated Iron and Metal Roofing For Grain Elevators**

And take contracts either for material alone or job completed  
Write us for prices. We can save you money.

**SAVE TIME, LABOR, FUEL**

and avoid exposure to the weather, by installing a Schmitz Scale Ticket Passer

By its use the ticket is passed from the office to teamster with one movement of the hand.

Write for full particulars to

J. A. SCHMITZ

2811 North Hermitage Avenue  
CHICAGO

**PHILADELPHIA****L. F. MILLER & SONS,**

Receivers and Shippers of

**GRAIN, FEED, SEEDS, HAY, ETC.**

OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.

CONSIGNMENTS SOLICITED. Special attention given to the handling of CORN AND OATS.

REFERENCES: { Manufacturers' National Bank, Philadelphia, Pa.  
Union National Bank, Westminster, Md.

**MINNEAPOLIS****F. H. PEAVEY & CO.**

MINNEAPOLIS,

GRAIN RECEIVERS

MINN.

Consignments Solicited.

MILLING WHEAT A SPECIALITY

**Cargill Elevator Company**

WHOLESALE FIELD SEEDS

MINNEAPOLIS,

MINN.

**CINCINNATI****THE GALE BROS. CO.**

Grain Merchants

Largest and best handlers of off grades in the central western states. An expert grain man at the head of each grain department. Submit samples.

CINCINNATI,

OHIO

**CRAWFORDSVILLE****Crabbs Reynolds Taylor Company**

CRAWFORDSVILLE, IND.

**Grain and Seeds**

Operating Line of Country Elevators

Track Buyers of Grain and Seed

Clover Seed is Our Hobby



# GRAIN RECEIVERS

## NEW YORK CITY

**L. A. MOREY CO.**  
SUCCESSORS TO  
**Jones and Morey Co.**  
**GRAIN**  
Brokerage and Commission.  
C1 and 2 Produce Exchange NEW YORK  
CONSIGNMENTS SOLICITED  
MEMBERS } Chicago Board of Trade  
New York Produce Exchange  
National Grain Dealers' Association

**FORBELL & KIPP**  
Commission Merchants  
342 Produce Exchange NEW YORK  
Try us with consignments of oats and corn.  
We are Specialists in these grains and  
are strictly Commission Merchants.

**Cushing & Brandt**  
Commission Merchants & Grain Brokers  
Liberal Advances on Consignments  
424 Produce Exchange New York  
MEMBERS  
New York Produce Exchange Chicago Board of Trade  
Buffalo Chamber of Commerce Buffalo Corn Exchange  
Grain Dealers' National Association

**BROOKLYN HAY & GRAIN CO.**  
HAY, STRAW AND GRAIN  
COMMISSION MERCHANTS  
ON ALL MARKETS IN NEW YORK HARBOR  
Office: Borough of Brooklyn, New York

## BALTIMORE

LOUIS MÜLLER, Pres't. JOHN M. DENNIS, V.-Pres't.  
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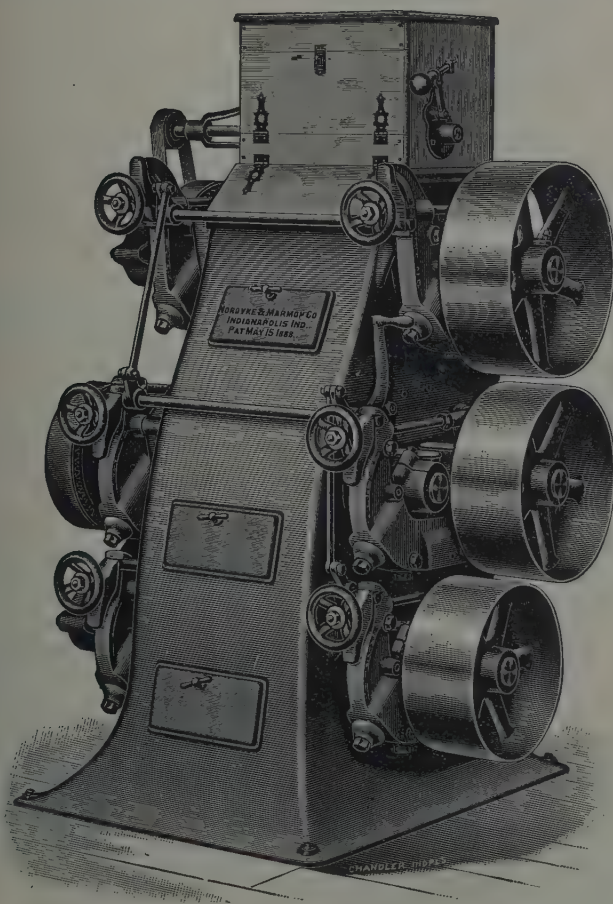
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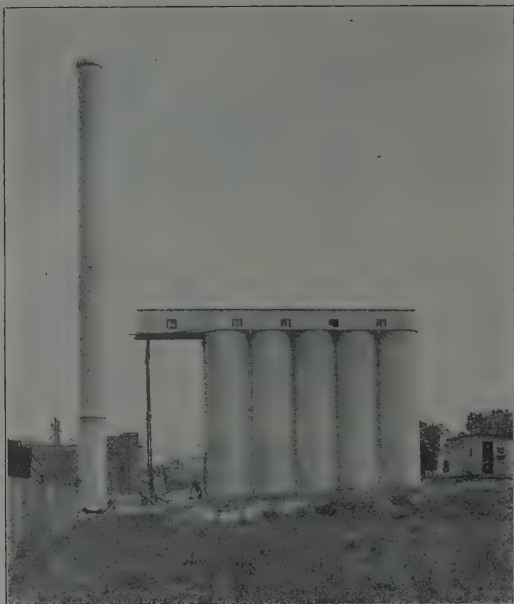
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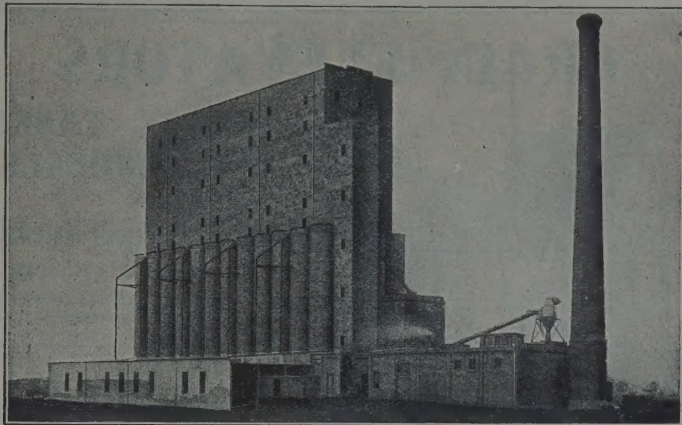
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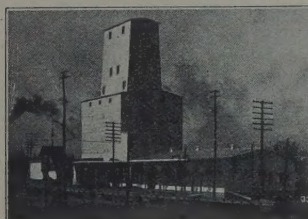
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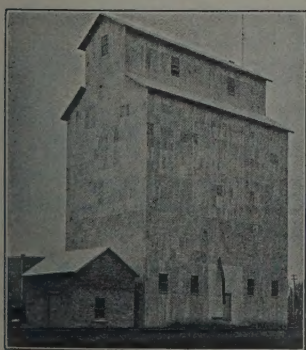
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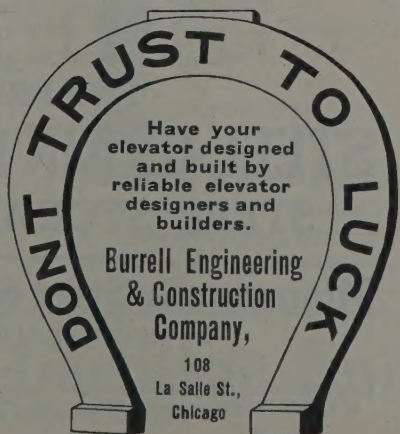
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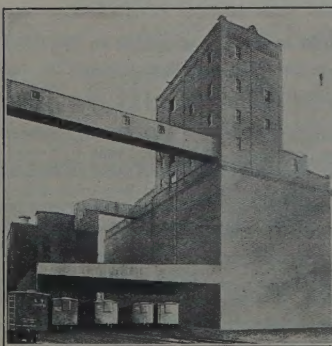
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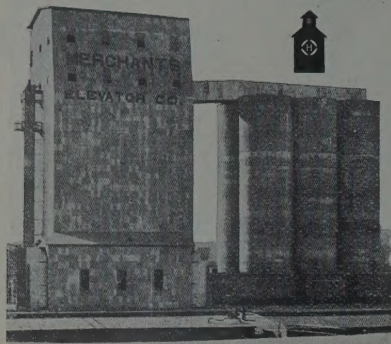


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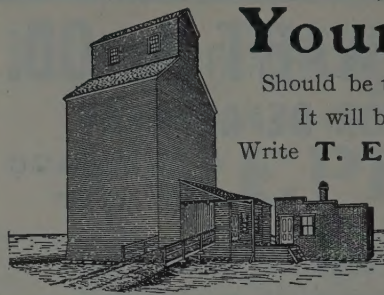
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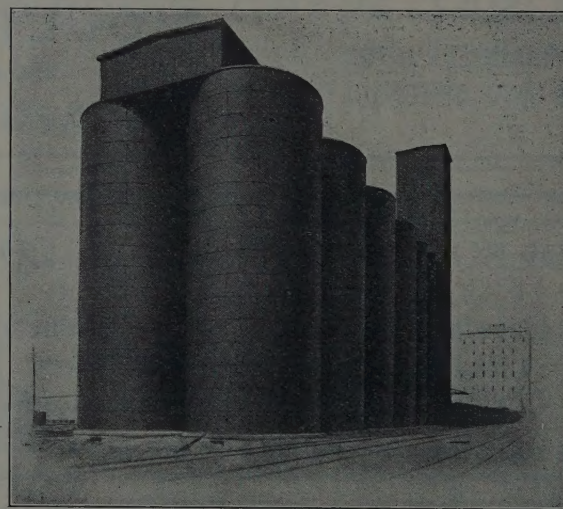
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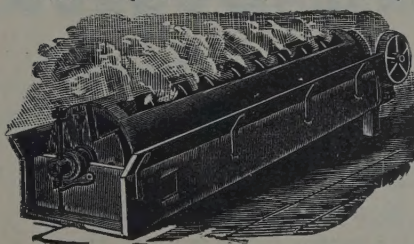
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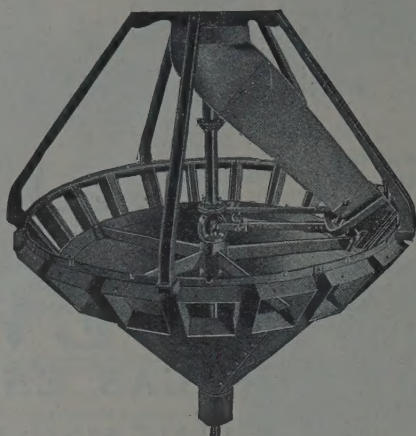
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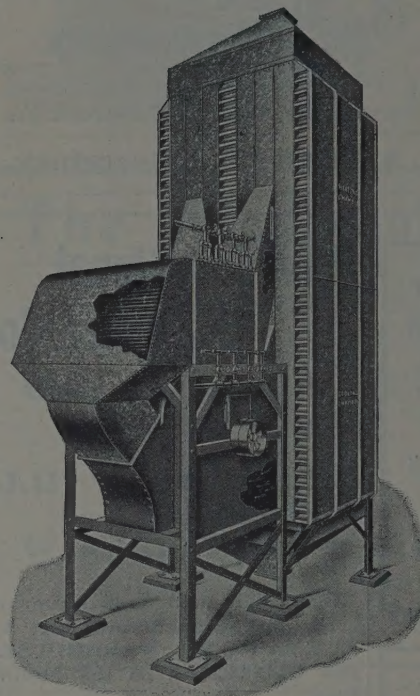
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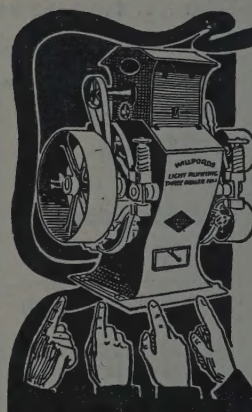
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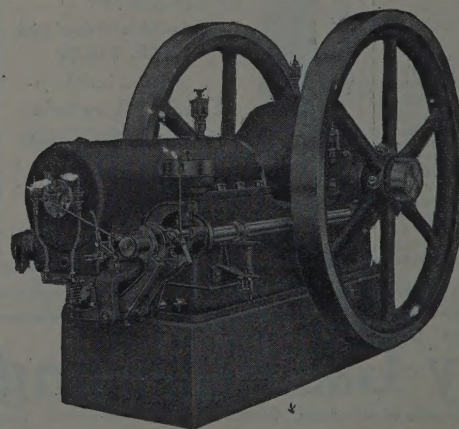
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